Automotive Ne

JUNE 8, 1992

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late news

Daihatsu names new president

TOKYO — Daihatsu Motor Co. Ltd. Vice President Takashi Toyozumi will be named president and chief executive of the company at the general stockholders meeting June 26.

A Daihatsu spokesman confirmed that Toyozumi will replace Jiro Osuga, who will become the company's next chairman. The change has been widely expected.

Current chairman Tomonaru Eguchi, 72, will stay on as an "executive adviser," the spokesman said.

Toyozumi, 63, has been vice president of Daihatsu since June 1988. He joined the company in 1986 following a 32-year career at Toyota Motor Corp., which owns 14.7 percent of Daihatsu.

Osuga, 67, has been president since June 1988.

— *Richard Johnson*

McNamara says he's innocent

NEW YORK — Long Island car dealer and real-estate developer John McNamara pleaded innocent to federal fraud and racketeering charges stemming from an alleged scam that cheated General Motors out of hundreds of millions of dollars.

A six-count indictment filed last month in Brooklyn federal court charged that since the early 1980s McNamara received some $6 billion in loans from the automaker's credit division to finance

see LATE NEWS, 2

Big 3 stage sales rally as Japanese dip 12%

Domestic share up 3 points in May

PHIL FRAME
Staff Reporter

Car and truck sales in May pointed to a Big 3 recovery although the overall market slumped because of a decline in the deliveries of Japanese vehicles.

Big 3 sales rose 4.1 percent; U.S. sales of Japanese cars and trucks plunged 12.7 percent. The Big 3 gained 3.2 points of market share; the Japanese lost the same amount.

Overall sales in May totaled 1,152,231 units, down 4,693 or 0.4 percent from last year. Stronger sales of trucks couldn't quite offset a decline in car sales, and May became the first month this year with lower sales than in 1991.

"We're still not doing that well," said analyst Ronald Glantz, San Francisco-based senior vice president of Dean Witter Reynolds Inc.

"April marked the end of the recession (for vehicle manufacturers), and May confirmed that April wasn't a statistical fluke."

But the selling rate in May still was lower than car and truck sales in 1991, Glantz noted. *Automotive News* calculates the May seasonally adjusted annual selling rate at 12.26 million units, while actual sales in 1991 were 12.33 million.

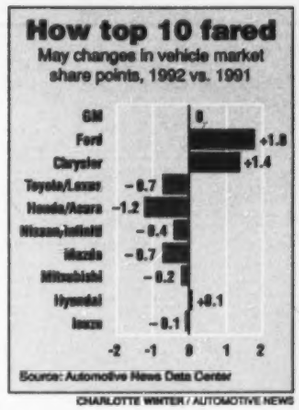
Tom Webb, chief economist for the National Automobile Dealers Association, said he looks for sales to improve through the rest of the year, with the industry reaching 13.3 million units for 1992.

"I would look for the fourth quarter to be real strong," Webb said. "I think the sales recovery will last, that's fair to say."

Chrysler Corp. sales climbed 11.7 percent in May, and Ford Motor Co. rose 7.4 percent. General Motors was down 0.4 percent.

Of the 12 Japanese marques, the seven largest declined in May, and the smallest five — Subaru, Lexus, Infiniti, Suzuki and Daihatsu — improved.

The Japanese had a bad month at home, too. The market in Japan was down 14.4 percent from May 1991, the 13th straight decline. (See story, Page 49.)



Toyota, Honda and Nissan all suffered double-digit dips in the U.S. market. Glantz said the Japanese are suffering from sticker shock more than "buy-America" fervor in the marketplace.

"I think all of what happened to the Japanese in May was due to

see SALES, 48

M. SAROLDI/QUATTRORUOTE

Sport coupe to join Fiat lineup

As part of a strategy to enlarge niche markets, Italy's Fiat Auto is expected to add this new sport coupe to its lineup in 1993. Designed in-house, the Europe-only 2+2 likely will be powered by a 16-valve, 2.0-liter four-cylinder in both normally aspirated and turbo versions. See story and spyder stablemate on Page 3.

Layoffs boost Big 3 costs for benefits

KATHY JACKSON
Staff Reporter

Ford Motor Co. and Chrysler Corp. paid out nearly as much in hourly benefits as they did in hourly wages last year.

The reason: the 1990 UAW contract that guarantees the salaries of workers during plant shutdowns, combined with massive layoffs during the 1991 sales slump. Money for people not working is considered a benefit, not wages.

Chrysler had to pay about $20 in benefits for each hour worked by its hourly workers.

The contract also beefed up pensions for some retirees by as much a 26 percent, another significant hike to the benefits payout.

The benefits provide a huge com-

see BENEFITS, 46

'93 Firebird blends the old, the new

JACK KEEBLER
Staff Reporter

Pontiac's 1993 Firebird will appeal to buyers looking for an old car refined or a refined new car.

The new Firebird will have a completely re-engineered body, new engine and transmissions, interior and suspension system.

Still, one of Firebird's top engineers describes it as "a refinement."

The seeming contradiction stems from officials' efforts to maintain enough continuity in design to retain longtime Firebird fans, but create enough newness to attract new ones.

About 90 percent of the overall part numbers and 100 percent of the body parts of the 1993 Firebird are new, according to the engineering official.

The Firebird, its F-car sister Chevrolet Camaro and Ford Mustang are the last of the "pony cars." Originally, they had powerful V-8s. They still have rear-drive in a two-door configuration.

Chrysler partially succeeded in gaining a piece of that market with the Plymouth Laser and Dodge Daytona front-drive models.

Importers have also succeeded in capturing a part of

see FIREBIRD, 45

Presidential issues

Big 3 presidents Robert Lutz, Harold Poling and Jack Smith, pictured, discuss trade, productivity and other issues, starting on Page 34.

Cost is king now for GM supplier business

AL FLEMING and MARY CONNELLY
Automotive News

GM delays Big 3 supplier pact ➤ 45

General Motors demanded a new relationship with suppliers last week that makes price the focus of the price-service-quality trinity.

Ignacio Lopez, GM's new vice president for worldwide purchasing, announced his new policies Tuesday to top executives of 600 supplier firms and 200 GM purchasing people at GM's design auditorium in Warren, Mich. He gave the message to GM engineers the day before.

He said existing contracts are open to new bids, stunning the vendors. And he said GM part divisions like Delco Remy must compete with non-union shops for contracts.

The goal, he said, is to slash GM parts and materials costs substantially. He hinted that "substantial" meant more than the 7 percent price cut GM began demanding last year. At the same time, Lopez pledged to help suppliers cut their own costs by sharing expertise and advance knowledge.

The carrot he dangled was the opportunity to sell products to GM worldwide under long-term contracts.

"The meeting was a positioning statement. It was not specific on how-tos," said a supplier executive who was there. Like several others in this story, he would not be quoted by name because he didn't want to risk offending his customer.

Lopez' basic theme was that to regain market share and become competitive GM must cut prices, and to cut prices it must work more closely with suppliers.

"He made it clear he will roll up his sleeves and come out to supplier plants with his team to look at how to reduce costs," said another supplier executive.

Lopez told the audience he has visited 112

see SUPPLIERS, 45

inside Automotive News

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U.S. Toyota chief assumes new Washington post. PAGE 4

MERCEDES PLANS JOB CUTS
Maker to ax 8,000 to 10,000 German jobs this year. PAGE 4

PORSCHE LAYOFFS LIKELY
Porsche will cut 850 more German jobs this year. PAGE 4

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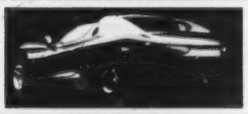
Dealer survey input prompts sales structure redo. PAGE 21

HYUNDAI STALLS ON HCD-1



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GM DELAYS SUPPLIER PACT
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Would-be buyers vie for 350 Jaguar supercars. PAGE 47

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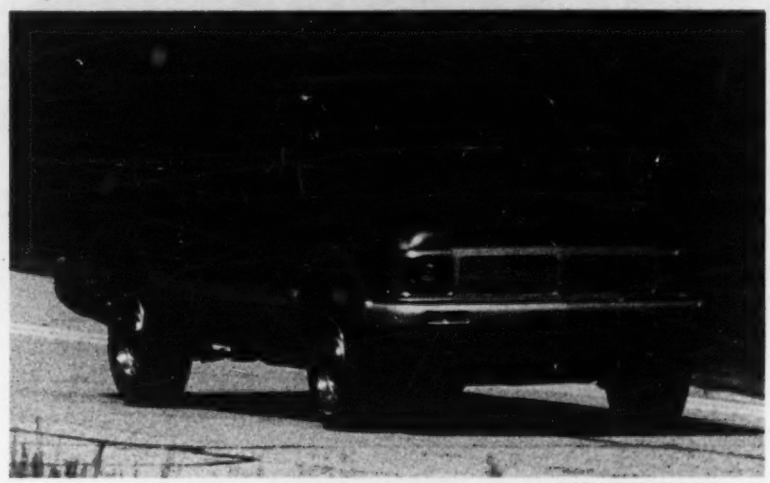


JIM DUNNE/POPULAR MECHANICS

Chevrolet overhauls little hauler

For the 1994 model year, Chevrolet will give its compact S10 pickup and Blazer sport-utility their first major styling change since their 1983 debut. This prototype shows a sloping hood and front fenders similar to designs of Toyota and Nissan trucks. Powerplant choices will include a 4.3-liter V-6 that makes around 200 horsepower.

latenews

CONTINUED *from* PAGE 1

vehicles that did not exist and kept more than $400 million for his own use.

McNamara allegedly used an Indianapolis office in the scam to defraud General Motors Acceptance Corp. Prosecutors have said he used the money to prop up his personal investments in real estate, gold mines and other businesses.

McNamara, accompanied by his lawyer, Allen Schwartz, entered his plea Tuesday at a hearing before U.S. District Judge Edward Korman of Brooklyn federal court.

McNamara remains free on a $300 million personal recognizance bond. He faces 20 years in prison and millions of dollars in fines, if convicted, prosecutors said.

McNamara agreed in May to surrender some $400 million in assets to the federal government for liquidation.

— *The Associated Press*

Fuji trims corporate losses

TOKYO — Fuji Heavy Industries, the maker of Subaru vehicles, said last week its consolidated pretax loss narrowed to $237 million in the fiscal year 1991-92 that ended March 31 from $695 million a year earlier. Sales rose 27 percent to $8.2 billion.

Fuji said the sluggish world economy and its unprofitable American operation continued to hurt earnings.

President Isamu Kawai predicted the company would again be unprofitable in the current fiscal year, but said he expects Subaru's joint-venture in Indiana to return to profitability.

— *Mary Ann Maskery*

Canadian sales dip 15% in May

TORONTO — Recovery slipped further away from the Canadian auto industry in May. Sales of cars and trucks dropped 15.0 percent for the month. Through May, sales stand 7.3 percent below year-ago levels.

Each of the Big 3 lost sales, paced by General Motors' 22.1 percent decline. The Big 3's combined car and truck sales dropped 14.6 percent.

Chrysler's trucks, which rose 8.5 percent, provided one bright spot. Chrysler minivans enjoyed their best May ever.

Overall sales of imported and domestic cars dropped 17.03 percent for the month. Trucks slipped 10.21 percent.

Mazda recalls MPV minivans

IRVINE, Calif. — Mazda Motor of America Inc. is recalling 95,074 1990 and 1991 MPV minivans for inspection of the rear brake shoe linings.

On certain 1990 and 1991 MPV minivans manufactured between July 1989 and July 1990, the characteristics of the rear brake shoe linings can change over time. As the brakes wear, friction can increase, possibly causing the rear-wheel anti-lock-brake system to activate prematurely.

GM adds to Hogan's duties

DETROIT — Responsibility for handling General Motors' internal business information systems has been added to the duties of Mark Hogan, head of planning for North American Operations, the company announced.

Hogan, who assumed the new duties June 1, also received a new title: executive director of NAO planning and corporate information management.

Hogan continues to report to GM President Jack Smith on planning matters, but now also will report to Vice Chairman Robert Schultz on information management. Schultz oversees GM Hughes Electronics Corp. and Electronic Data Systems Corp.

Hogan is responsible for integrating GM's computing and communications infrastructure with the goal of creating common internal business information systems, Smith and Schultz said in a statement.

— *Phil Frame*

Caterpillar faces slowdown

EAST PEORIA, Ill. — UAW employees are gearing for a possible work slowdown at Caterpillar Inc., a UAW source confirmed.

The union has been hoping Caterpillar would agree to changes in its final contract offer implemented in April when it threatened to hire replacement workers. So far, it has shown no inclination to offer anything new.

When the 163-day strike ended, the union agreed to return to work under the offer while negotiations continued.

— *The Associated Press*

Ford expands shifter recall

DEARBORN, Mich. — Ford Motor Co. has added about 115,000 of its 1989 Aerostars, 1990 Bronco IIs and 1991 Rangers to a transmission recall announced in March.

That recall covered about 755,700 1990 Rangers, 1990 and 1991 Aerostars and 1991 Explorers.

All the vehicles are equipped with the A4LD automatic transmission. Ford said the park mechanism may not take hold when the shift selector is placed in the park position, making it possible for the vehicle to roll.

GM expands dealer satellite

WASHINGTON — General Motors has hooked up the 5,000th dealer to its private satellite communications network.

The Pulsat network allows two-way data and one-way video transmissions between GM corporate headquarters and dealerships.

GM expects to equip all 9,000 of its dealerships with Pulsat by the end of the year.

— *Gwendolyn Zonghetti*

briefly

Big 3 may link for auto safety

The next one-for-all, all-for-one Big 3 consortium will likely be on auto safety. "There is discussion underway right now," said a high-ranking engineer. "I don't know exactly when it will be launched. But it will be sooner than you think." On Tuesday, the Big 3 announce a ninth consortium, on emissions, and USCAR, their umbrella to administer all their joint efforts.

BUYERS WANTED — Wall Street rainmakers think they can make a buck by selling off **General Motors'** component operations. The head of a major automotive supplier says several investment banks have approached him, offering to put together a deal. The Wall Streeters are making the pitch without GM's support. Says the supplier: I would take on a work force that makes over $30 an hour with guaranteed employment, in a plant sitting on a pile of PCBs. How can you refuse a deal like that?

M. LE PRESIDENT? Jacques Calvet, the outspoken Japan-bashing chairman of **PSA Peugeot Citroen**, is considering running for the French presidency in 1993. Last week Calvet said he might make an election bid even if his chances are slim. He'll have a Yankee track record to follow. This fall, former **General Motors** director Ross Perot will be on some U.S. states' presidential ballots.

MAYBE MANANA — It looks like ASC Inc. won't be a boutique carmaker in Spain this year. Earlier in 1992, the Michigan-based convertible expert was talking excitedly with **Seat SA, Volkswagen's** Spanish subsidiary, about building a micro-plant to turn out 25,000 to 50,000 new cars. Insiders say the idea is all but dead now. The two couldn't agree on who would pay for what.

MIRED IN THE NEWS — Two men are busted in a Chattanooga beer joint for a cocaine deal. Yawn. They work as salesmen at Capital **Toyota.** Bright idea! The TV news tease is along the lines of: "A local car dealer is selling more than cars." Dealer Bob McKamey calls the three local TV stations, telling them the dealership is not involved. The police chief calls. But all the stories play up the dealership, and all day Friday the "Is it true?" calls trickle in. "I told my wife that Friday night I had never been so tired, so worn out, from butting my head against the wall," McKamey said. The cloud of publicity did have a silver lining: Friday and Saturday were his two best sales days of the year. "But," McKamey said, "I'd rather keep the good name."

CALL IT A LEXAIR — The numbers would be tiny if **Toyota Motor Corp.** goes ahead with a luxury convertible, perhaps based on the **Lexus** SC400. "It would be a super small amount of cars, maybe 100, or 500 or 1,000," said a spokesman. A press that uses water to produce highly-curved sheet metal at low cost would be the key, he said.

NAME GAMES — The *Toronto Star* reports: "The **(Nissan)** Maxima has attained cult status among drug dealers for its style, ride and the sheer magic of its name. 'It says Maximum respect,' says one observer, although there are other interpretations as well."

Chrysler eyes U.S. plant as second source for LH

MARY CONNELLY
Staff Reporter

Chrysler Corp. is studying the feasibility of building its trio of new mid-sized sedans in a second assembly plant, according to sources monitoring the situation.

Chrysler is scheduled to begin building the 1993 Dodge Intrepid, Eagle Vision and Chrysler Concorde June 22 at its Bramalea, Ontario, assembly plant. Canadian Auto Worker employees at the plant have authorized implementation of a three-shift/three-crew operation at the plant if market demand for the cars is strong.

But Chrysler would abandon the three-crew proposal at Bramalea if it decides to use Newark.

Sources say Chrysler now is studying the feasibility of building the sedans beginning in the 1995 model year at its Newark, Del., assembly plant. Newark now builds the Dodge Spirit, Plymouth Acclaim and Chrysler LeBaron sedans and the Chrysler LeBaron coupe and convertible.

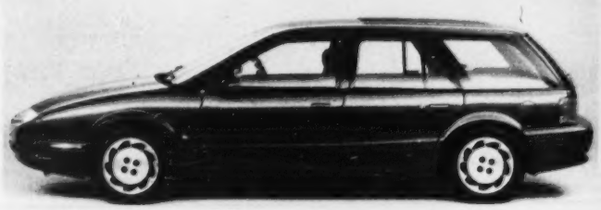
Asked about the possibility of adding a second plant for the new sedans, a Chrysler spokesman said, "We're always looking at many possibilities at all of our plants. Beyond that we have no further comment."

Sources say Chrysler is considering a second plant to ensure vehicle build quality and to assure adequate production capacity.

Bramalea can produce 180,000 to 200,000 units annually with two shifts. A third shift would permit annual production of 300,000 units. But retooling Newark would give Chrysler an estimated 200,000 additional units annually.

It is not clear how feasible it would be to convert Newark. Bramalea uses more robots than any plant in Chrysler's manufacturing system and also employs some innovative manufacturing techniques. In addition, the Canadian plant has its own stamping plant.

But Spirit/Acclaim/LeBaron sedans built at Newark have met quality targets and the plant operates under a flexible modern operating labor agreement. AN



Saturn dealers will have two versions of a station wagon to sell this fall.

Saturn cuts base wagon from 1993 lineup plans

PHIL FRAME
Staff Reporter

Saturn Corp. has dropped plans for a stripped-down wagon model in favor of offering just two versions of the wagon that will debut in the 1993 model year.

Saturn decided to market:

- A single-overhead-camshaft, eight-valve, four-cylinder wagon with the trim of the current SL1 sedan
- A double-overhead-camshaft, 16-valve, four-cylinder wagon with the trim of the current SL2 sedan.

The SW1 and SW2 wagons are scheduled to be available beginning Oct. 1.

Saturn had planned a stripped-down wagon model, which would have been called just SW. It would have had the same sohc engine as the SW1, but the trim level of the current SL base model sedan.

The company decided against the stripped wagon because of low sales potential, said a Saturn source familiar with the plans.

Saturn anticipated demand of only 3,100 to 5,200 cars per year for that model: about one-fifth of planned wagon production.

Saturn still plans to build about 271,920 cars during the 1993 model year, with the 4,000 units that might have been SW wagons being spread among the rest of the company's line.

Saturn plans to introduce one other model besides the two new wagons — a new low-end coupe with the front styling of the current sedan and the doors and rear of the current coupe.

That would stretch Saturn's line to three sedans, two coupes and two wagons for the 1993 model year.

The company's next new models are expected to be a pair of two-door notchbacks for the 1996 model year. The notchbacks will look like the sedans, which are due to be restyled for the 1994 model year. The coupes will retain a separate appearance. AN

GM A-body plant tops transplant quality

LINDSAY CHAPPELL
Staff Reporter

A 13-year-old General Motors factory edged out the Japanese transplants to become the top-rated plant in North America.

An industry ranking by J.D. Power & Associates of Agoura Hills, Calif., dubbed GM's Buick Century-Oldsmobile Ciera plant in Oklahoma City, Okla., No. 1 for building quality cars. But at GM's heels were all three of Toyota Motor Corp.'s North American assembly plants.

Toyota's 3-year-old Corolla plant in Cambridge, Ontario, and its 4-year-old Camry plant in Georgetown, Ky., finished second and third on the list, respectively. New United Motor Manufacturing Inc., a 50-50 Toyota-GM joint venture in Fremont, Calif., placed fourth. Last year, the Oklahoma City plant ranked fourth behind Toyota's operations in Canada and Kentucky and a GM plant in Ramos Arizpe, Mexico.

Half of the top 10 North American factories this year belong to Japanese automakers. Subaru-Isuzu Automotive Inc. of Lafayette, Ind., builder of the Subaru Legacy, ranked fifth. Honda of America Manufacturing Inc. in Marysville, Ohio, finished ninth for the Honda Accord.

GM's 2-year-old Saturn plant in Spring Hill, Tenn., also made it into the top 10 this year.

The rankings are based on J.D. Power's Initial Quality Study, released in late May. J.D. Power uses vehicle identification numbers to trace vehicles to the factories where they were built. In that study, the Cutlass Ciera placed fourth, behind three Japanese imports, with 70 reported problems per 100 cars. The Century tied for ninth place. AN

1992 PLANT QUALITY LEADERS
Problems per 100 cars

Plant	Models	Score
Oklahoma City, Okla.	Buick Century, Oldsmobile Ciera	71
Cambridge, Ontario	Toyota Corolla	72
Georgetown, Ky.	Toyota Camry	82
Fremont, Calif.	Toyota Corolla, Geo Prizm	83
Lafayette, Ind.	Subaru Legacy	96
Hermosillo, Mexico	Ford Escort, Mercury Tracer	97
Oshawa, Ontario No. 2	Buick Regal, Chevrolet Lumina	100
Wayne, Mich.	Ford Escort	105
Marysville, Ohio	Honda Accord	107
Spring Hill, Tenn.	Saturn sedan, coupe	109
Orion Township, Mich.	Cadillac DeVille, Fleetwood	110
Toluca, Mexico	Chrysler LeBaron sedan, Dodge Spirit, Plymouth Acclaim	113
Wixom, Mich.	Lincoln Mark VII, Town Car, Continental	114
Fairfax, Kan.	Pontiac Grand Prix	114
East Liberty, Ohio	Honda Accord, Civic	115
St. Thomas, Ontario	Ford Crown Victoria, Mercury Grand Marquis	119
Oshawa, Ontario No. 1	Chevrolet Lumina	120
Smyrna, Tenn.	Nissan Sentra	121
Belvidere, Ill.	Chrysler Fifth Avenue, Imperial, New Yorker; Dodge Dynasty	122
Average		**125**

Source: J.D. Power and Associates New Car Initial Quality Study

Chrysler hosts get-together for labs

MARY CONNELLY
Staff Reporter

Chrysler Corp. this week will host a two-day technology exchange with many of the nation's leading non-automotive laboratories and research centers.

The June 8-9 meeting at the new Chrysler Technology Center in Auburn Hills, Mich., is designed as a get-acquainted session which could result in future research and technology ventures among the automotive industry and federally funded labs and research and development centers.

Some 1,000 Chrysler scientists and engineers will meet with representatives from 300 federally supported laboratories and industrial research and development centers to see how new technologies might apply to the auto industry. Thirty university engineering schools from across the nation also will participate.

"We tend to think of government as something that spews out regulations we have to meet," said Thomas Moore, who organized the Chrysler Technology Exposition. "We haven't viewed it as an intellectual property source. We believe there are new opportunities for cooperation."

> "Part of the problem is we don't know what we are looking for because we don't know what they have."
>
> **THOMAS MOORE**
> TECHNICAL AFFAIRS MANAGER

Moore is general manager of Liberty and technical affairs for Chrysler. Liberty is Chrysler's advanced vehicle concept program.

The collapse of the Soviet Bloc, easing of international tensions and prospect of defense budget cuts have prompted national labs to seek commercial applications for technological developments.

Chrysler already has compiled a technological wish list for the labs to review.

Key priorities are reduced vehicle emissions and improved fuel economy, Moore said. But the lists range from items such as heated windshield wiper blades to computer programs for analyzing aerodynamic characteristics.

"Part of the problem is we don't know what we are looking for because we don't know what they have," Moore said.

For example, a NASA development intended to address the problem of de-icing aircraft wings could be a boon to the auto industry, Moore said.

"NASA has a proposal to put electrical power devices on aircraft wings. The devices generate electromagnetic shock waves that shatter the ice rather than the current practice of melting ice by chemicals," Moore said. "This would be one way for us to defog the back window of vehicles without using the power now required."

Suppliers and representatives from General Motors and Ford Motor Co. also will attend.

Moore said he conceived the event after attending a symposium in January at which GM hosted 11 national laboratories.

Moore expanded the concept by adding to the number of labs and r&d centers, including NASA and aerospace labs, inviting suppliers and creating the wish list. AN

U.N. sanctions quash hopes for Yugo parts

JIM HENRY
Staff Reporter

NEW YORK — The international community has cut Yugoslavia off from the rest of the world, and that leaves Yugo America Inc. more of an orphan than ever.

On May 30, the United Nations imposed a strict trade and travel embargo against the Yugoslavian federation formed by Serbia and Montenegro. The Yugo factory is in Serbia. The United Nations and the U.S. government blame Serbia for much of the ethnic violence in the former Yugoslavia. The embargo bans all commercial and financial links to the outside world, except humanitarian aid.

"After these sanctions, everything is in a new light. I don't have any information," said Ilija Pavlovic, a director and executive vice president for Yugo America, which in April filed under Chapter 7 of the Federal Bankruptcy Act.

"Everything is new after last Saturday," he said last week in a telephone interview from his home in New Jersey.

So even if Yugo's parent companies were willing and able — and so far, they haven't indicated whether they're either willing or able — it would be illegal for Genex and Zavodi Crvena Zastava to ship funds and/or parts to the United States to support their U.S. subsidiary.

"I have to assume the sanctions kill the chance of doing anything," said Bruce Buechler, Yugo's attorney.

Not that Yugo's prospects were much better before the sanctions. After Yugo filed for Chapter 7 liquidation, the company listed about $600,000 in assets against $15.2 million in liabilities.

> "I have to assume the sanctions kill the chance of doing anything."
>
> **BRUCE BUECHLER**
> YUGO BANKRUPTCY ATTORNEY

William J. Hunt, the trustee who is liquidating Yugo America for the Bankruptcy Court, warned creditors in a letter dated May 13 that "at this time there appear to be no assets available from which payment may be made to unsecured creditors."

Yugo's sole secured creditor, whose IOUs are backed up by a lien against Yugos' assets, was Yugoslavian bank Jugobanka.

Jugobanka loaned Yugo $5.2 million in 1990 and another $617,000 in 1991.

Before the Chapter 7 filing, the bank had already taken possession of about $895,000 worth of Yugo parts. The Bankruptcy Court filing shows Yugo had little else.

Hunt, the trustee, filed a notice May 29 that he intends to legally abandon Yugo's office furniture, office equipment and computer equipment because the bank has a lien against them — and because selling them would be more trouble than it's worth.

Yugo entered the U.S. market in 1985 and had its best year in 1987 when sales peaked at 48,812 cars. But management squabbles and poor quality killed sales and plunged the importer into bankruptcy, from which it emerged last year but was unable to recover. AN

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BENEFITS

Total payouts rival hourly wage levels

continued from PAGE 1

petitive advantage to Japanese transplants, which have virtually no layoffs or pensioners.

"Most people would believe that wages are pushing up the costs," said General Motors spokesman John Maciarz, "but it's the benefits."

Hourly labor costs are calculated by taking the total labor cost — wages plus benefits — and dividing that number by actual hours worked.

As workers spend more time on the job, the companies' hourly benefit cost goes down.

None of the Big 3 would specify how many hours were worked in 1991 compared to 1990, but the numbers tell the story.

In 1991, GM's hourly wage rose just 24 cents over 1990 wages to $22.47, but its benefits rose $3.06 an hour to $12.13. That calculation for benefits is GM's cost for each hour actually worked. It is not the same as the benefits the individual worker actually receives.

Ford's hourly wage rate rose 66 cents to $19.10, while its benefits rate soared $3.85 to $17.97.

Chrysler would not break down its figures. Its hourly labor costs jumped by $5.51 to $41.12, according to the company's annual report.

Automotive News estimates the cost of Chrysler's 1991 hourly benefits at $20.34, up from $15.28 the previous year.

"The temporary layoffs were substantial in '91 compared to '90," said Ford spokesman Dick Routh. "I would guess we probably spent a bunch" in job security benefits last year.

Under the 1990 contract, workers receive 95 percent of their base pay for the first 36 weeks of layoff. After the 36 weeks, employees are placed in a Job Opportunity Bank Security program at full pay and benefits.

The previous UAW contract capped layoff benefits, based on seniority.

Plants were down almost as much as they were up last year.

During some weeks in February and March, Chrysler didn't have a single plant operating. Through the first quarter of last year, an industrywide average of 13 plants were closed per week in the United States.

Pension improvements also were costly.

Under the new contract, retirees over age 62 received from $37.50 to $123 more in their monthly paychecks, depending on the date of retirement.

The monthly 30-and-out benefit for retirees under age 62 was increased by $300 to $1,800.

Ford's pension expense totaled $643 million in 1991, compared to $351 million during 1990.

GM's pension expense was $1.5 billion last year, compared to $369 million the year before. Chrysler's expenses for pensions were $784 million and $521 million for the two years.

Chrysler's hourly benefits rates are higher than either Ford's or GM's not only because of plant slowdowns, but because the company has a higher ratio of retirees to active workers than its competitors:

- Chrysler: 69,276 active U.S. hourly workers and 91,060 hourly retirees
- Ford: 102,800 active and 83,300 retirees
- GM: 258,700 active and 254,500 retirees.

Several Wall Street analysts criticized the Big 3 for agreeing to a contract that limits their ability to control labor costs, but the income security budgets established by the Big 3 for the three-year contract so far are holding up.

Maciarz said that through the end of March, GM had spent $1.6 billion of the $3.35 billion the company budgeted for income security during the three years of the contract, which ends in September 1993; through Dec. 31, 1991, Chrysler had spent $225 million of its $660 million budget; and through the end of April, Ford had spent $350 million of its $1.6 billion budget.

Last year, the UAW Ford Department also gave Ford a short reprieve from contributing to the Supplemental Unemployment Benefits Fund, which pays laid off workers.

Companies contribute to the fund weekly, but since the union had a $178.9 million dollar surplus in the Ford Supplemental Unemployment Benefits Fund after the 1987 contract, the union allowed Ford to halt contributions until the fund dipped to $25 million.

"The union did show some compassion for the situation we were in by letting us tap that fund," Routh said. "It helped us weather the recession and helped us with our cash position."

Union leaders say they have an answer to the Big 3's high benefits costs: Keep work in-house instead of paying workers to do nothing.

Since the 1990 contract began, Ford has brought about 1,000 new jobs into Ford plants, Routh says.

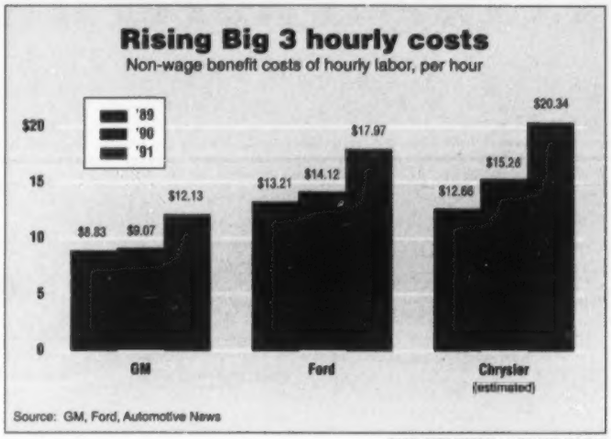
GM's Maciarz says GM has created about as many parts-making jobs as it has outsourced during the new contract.

"Our intention with the 1990 contract was to grow the business, but the business environment has not allowed that," Maciarz said.

Will the income security funds hold up through September 1993, when the contract expires?

"Your guess is as good as mine," Maciarz said. "It's probably too close to call at this point; it depends on what the market is like the next 18 months."

Meanwhile, when GM imposes a company-wide two-week shutdown the last two weeks in July, salaried employees must use vacation time. Hourly workers go on layoff, preserve their vacation time and get 95 percent or 100 percent of their pay.



CHARLOTTE WINTER / AUTOMOTIVE NEWS

Kia still expects '93 start in U.S.

KRISTINE STIVEN BREESE and OLES GADACZ
Automotive News

The head of Kia North America said last week that the Korean carmaker is still committed to launching in the United States in 1993, although the first product probably won't come out until the fall.

"That's a little later than some of our early internal reports had forecast, but we're still basically on track with the original timetable," said Greg Warner, executive vice president and chief operating officer. Kia announced late last year that it planned to have a U.S. sales network running by mid-1993.

Warner, who was appointed in January, says the company has been busy ironing out details for its massive undertaking.

The company will start with a subcompact four-cylinder sedan — the Sephia — and follow with a compact sport-utility a few months later.

Said Warner: "It was important to me to keep the product launches close together, and it looks like we'll be able to do it."

Meanwhile, Kim Seung-Ahn, Kia's senior managing director for overseas sales, said no cars will be shipped before their time.

"The factory has done everything and the guys are ready," Kim said in Seoul last week.

"They're pushing me to get started, but I'll have the last word . . . I'm conservative. Quality-wise, we should be 100 percent successful and confident."

Kim vowed that Kia would not fall victim to the mistakes that have marred Hyundai Motor Co.'s U.S. experience.

"Quality and price are baseline factors," he said. "They're not competitive factors. Today, everybody is delivering good quality and good price."

The U.S. launch, he admits, might be rolled back "one, two or maybe three months" depending on how the Sephia does in its Korean debut. The car, which is scheduled to go into production this month, will go on sale in Korea in August.

If all goes well, the first Sephias will be shipped to the United States in early 1993, Kim said.

Kim said U.S. dealership applications are still being screened, and that no final decision has yet been made on the final number.

He also said the company has not yet decided on whether to launch on both coasts simultaneously, or focus on a single region.

"If we lose this round, we have no way to go up the ladder to higher models," Kim said.

"We Koreans have a saying: Before crossing a stone bridge, tap the stones to check the foundation. I'm telling my guys to go out and build an iron bridge and then tap the iron."

GM to sell stake in robotics business

PHIL FRAME
Staff Reporter

General Motors will leave the robotics business with unrealized hopes, ending a 10-year joint venture with a Japanese company.

GM last week said it was selling its 50 percent interest in GMFanuc Robotics Corp., based in Auburn Hills, Mich. The interest is being sold to the other partner in the company, FANUC Ltd. of Japan.

GM did not disclose the price. The deal must be approved by the U.S. and Japanese governments.

GM said the sale is part of a corporate effort to divest businesses that are not part of the company's core car and truck operations.

William Hoglund, GM executive vice president and chief financial officer, said GMFanuc likely will continue to be GM's leading source of robots, adding that GM will still be involved with product development efforts.

The change in ownership will not change day-to-day operations, the company's 670 employees, or customer or supplier relationships, said Seiuemon Inaba, president and chief executive officer of FANUC and chairman of GMFanuc.

GM entered the venture in 1982, expecting that the U.S. robotics market would grow from $155 million that year to $2 billion in 1990. But the market was only about $500 million last year, said Cathryn Rybicki, GMFanuc chief financial officer.

GM also thought it would use 14,000 robots in its manufacturing plants by 1990, but it has only about 8,000 today, a GM spokesman said.

"The growth expectations were not fully realized," Rybicki said. "The industry grew explosively in the early 1980s, but that pace slowed. The growth has been stable and steady over the past five years."

She said GMFanuc "has been very profitable" over the years, but the company does not have to report its profits separate from its parent companies. GMFanuc's sales were $250 million in 1991.

GMFanuc manufactures computer numerical controls for machine tools, industrial robots, wire-cut electric discharge machines and automated plastic injection molding machines. The company has operations in the North America and Europe.

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U.S. CAR AND LIGHT-TRUCK SALES, MAY — 1992 vs. 1991 (ranked by car and light-truck total sales)

Make	Car Sales 1992	Car Sales 1991	1992 Share	1991 Share	Truck Sales 1992	Truck Sales 1991	1992 Share	1991 Share	Car & Truck Totals 1992	Car & Truck Totals 1991	% Share of Total Car & Truck Market 1992	% Share of Total Car & Truck Market 1991	Changes Share (Points)	Changes Sales (Percent)
Ford	105,821	93,681	14.4	12.2	125,331	111,359	29.9	28.7	231,152	205,040	20.1	17.7	2.4	12.7
Chevrolet/Geo†	94,823	116,239	12.9	15.1	104,352	104,548	24.9	27.0	199,175	220,787	17.3	19.1	-1.8	- 9.8
Toyota	58,653	67,212	8.0	8.7	22,704	24,663	5.4	6.4	81,357	91,875	7.1	7.9	-0.8	-11.4
Dodge	25,066	31,570	3.4	4.1	53,096	42,056	12.7	10.9	78,162	73,626	6.8	6.4	0.4	6.2
Pontiac	56,721	48,885	7.7	6.4	3,205	1,995	0.8	0.5	59,926	50,880	5.2	4.4	0.8	17.8
Honda	54,186	66,272	7.4	8.6	—	—	—	—	54,186	66,272	4.7	5.7	-1.0	-18.2
Buick	47,097	48,585	6.4	6.3	—	—	—	—	47,097	48,585	4.1	4.2	-0.1	- 3.1
Nissan	32,178	34,500	4.4	4.5	11,860	14,861	2.8	3.8	44,038	49,361	3.8	4.3	-0.5	-10.8
Oldsmobile	36,081	36,682	4.9	4.8	2,405	2,765	0.6	0.7	38,486	39,447	3.3	3.4	-0.1	- 2.4
Plymouth	16,342	17,298	2.2	2.2	21,684	15,601	5.2	4.0	38,026	32,899	3.3	2.8	0.5	15.6
Mercury	35,043	35,216	4.8	4.6	—	—	—	—	35,043	35,216	3.0	3.0	0.0	- 0.5
GMC	—	—	—	—	29,154	27,318	7.0	7.1	29,154	27,318	2.5	2.4	0.1	6.7
Mazda	17,520	21,850	2.4	2.8	7,501	11,758	1.8	3.0	25,021	33,608	2.2	2.9	-0.7	-25.6
Jeep	—	—	—	—	22,740	16,333	5.4	4.2	22,740	16,333	2.0	1.4	0.6	39.2
Cadillac	20,510	20,143	2.8	2.6	—	—	—	—	20,510	20,143	1.8	1.7	0.1	1.8
Saturn	18,031	6,832	2.5	0.9	—	—	—	—	18,031	6,832	1.6	0.6	1.0	163.9
Chrysler	12,220	12,799	1.7	1.7	1,926	345	0.5	0.1	14,146	13,144	1.2	1.1	0.1	7.6
Mitsubishi	10,873	13,070	1.5	1.7	1,777	1,916	0.4	0.5	12,650	14,986	1.1	1.3	-0.2	-15.6
Lincoln	12,251	18,976	1.7	2.5	—	—	—	—	12,251	18,976	1.1	1.6	-0.5	-35.4
Acura	11,442	13,906	1.6	1.8	—	—	—	—	11,442	13,906	1.0	1.2	-0.2	-17.7
Hyundai	10,740	9,237	1.5	1.2	—	—	—	—	10,740	9,237	0.9	0.8	0.1	16.3
Isuzu	1,033	1,894	0.1	0.2	8,655	9,208	2.1	2.4	9,688	11,102	0.8	1.0	-0.2	-12.7
Subaru	9,578	7,690	1.3	1.0	—	—	—	—	9,578	7,690	0.8	0.7	0.1	24.6
VW	7,195	9,875	1.0	1.3	62	688	0.0	0.2	7,257	10,563	0.6	0.9	-0.3	-31.3
Lexus	6,909	5,204	0.9	0.7	—	—	—	—	6,909	5,204	0.6	0.4	0.2	32.8
Volvo	6,808	6,734	0.9	0.9	—	—	—	—	6,808	6,734	0.6	0.6	0.0	1.1
Mercedes	6,697	5,644	0.9	0.7	—	—	—	—	6,697	5,644	0.6	0.5	0.1	18.7
BMW	6,005	4,437	0.8	0.6	—	—	—	—	6,005	4,437	0.5	0.4	0.1	35.3
Eagle	4,854	6,010	0.7	0.8	—	—	—	—	4,854	6,010	0.4	0.5	-0.1	-19.2
Infiniti	3,733	2,783	0.5	0.4	—	—	—	—	3,733	2,783	0.3	0.2	0.1	34.1
Suzuki	583	562	0.1	0.1	1,633	1,569	0.4	0.4	2,216	2,131	0.2	0.2	0.0	4.0
Saab	1,529	1,750	0.2	0.2	—	—	—	—	1,529	1,750	0.1	0.2	- 0.1	-12.6
Jaguar	1,070	525	0.1	0.1	—	—	—	—	1,070	525	0.1	0.0	0.1	103.8
Daihatsu	623	500	0.1	0.1	247	245	0.1	0.1	870	745	0.1	0.1	0.0	16.8
Audi	715	1,280	0.1	0.2	—	—	—	—	715	1,280	0.1	0.1	0.0	-44.1
Porsche	314	480	0.0	0.1	—	—	—	—	314	480	0.0	0.0	0.0	-34.6
Range Rover	—	—	—	—	240	227	0.1	0.1	240	227	0.0	0.0	0.0	5.7
Alfa Romeo	215	370	0.0	0.0	—	—	—	—	215	370	0.0	0.0	0.0	-41.9
Peugeot	33	299	0.0	0.0	—	—	—	—	33	299	0.0	0.0	0.0	-89.0
Sterling	0	196	—	0.0	—	—	—	—	0	196	0.0	0.0	0.0	-100.0
Yugo	0	116	0.0	0.0	—	—	—	—	0	116	0.0	0.0	0.0	-100.0
Other*	167	167	0.0	0.0	—	—	—	—	167	167	0.0	0.0	0.0	0.0
TOTAL	**733,659**	**769,469**	**100.0**	**100.0**	**418,572**	**387,455**	**100.0**	**100.0**	**1,152,231**	**1,156,924**	**100.0**	**100.0**	**0.0**	**- 0.4**
TOTAL BIG 3	**484,860**	**492,916**	**66.1**	**64.1**	**363,893**	**322,320**	**86.9**	**83.2**	**848,753**	**815,236**	**73.7**	**70.5**	**3.2**	**4.1**
TOTAL JAPAN	**207,311**	**235,443**	**28.3**	**30.6**	**54,377**	**64,220**	**13.0**	**16.6**	**261,688**	**299,663**	**22.7**	**25.9**	**-3.2**	**-12.7**
TOTAL EUROPE	**30,748**	**31,873**	**4.2**	**4.1**	**302**	**915**	**0.1**	**0.2**	**31,050**	**32,788**	**2.7**	**2.8**	**-0.1**	**- 5.3**
GM	273,263	277,366	37.2	36.0	139,116	136,626	33.2	35.3	412,379	413,992	35.8	35.8	0.0	- 0.4
Ford	153,115	147,873	20.9	19.2	125,331	111,359	29.9	28.7	278,446	259,232	24.2	22.4	1.8	7.4
Chrysler	58,482	67,677	8.0	8.8	99,446	74,335	23.8	19.2	157,928	142,012	13.7	12.3	1.4	11.2
Toyota/Lexus	65,562	72,416	8.9	9.4	22,704	24,663	5.4	6.4	88,266	97,079	7.7	8.4	-0.7	- 9.1
Honda/Acura	65,628	80,178	8.9	10.4	—	—	—	—	65,628	80,178	5.7	6.9	-1.2	-18.1
Nissan/Infiniti	35,911	37,283	4.9	4.8	11,860	14,861	2.8	3.8	47,771	52,144	4.1	4.5	-0.4	- 8.4
VW/Audi	7,910	11,155	1.1	1.4	62	688	0.0	0.2	7,972	11,843	0.7	1.0	-0.3	-32.7
†Geo	*21,581*	*21,990*	*2.9*	*2.9*	*3,597*	*3,436*	*0.9*	*0.9*	*25,178*	*25,426*	*2.2*	*2.2*	*0.0*	*- 1.0*
*Made by Japan***	*245,133*	*278,223*	*33.4*	*36.2*	*57,678*	*67,315*	*13.8*	*17.4*	*302,811*	*345,538*	*26.3*	*29.9*	*-3.6*	*-12.4*

*Includes 1992 estimated sales of 80-Ferrari, 22-Rolls/Bentley, 27-Lotus, 20-Maserati, 13-Lamborghini, and 5-Aston Martin.
**Includes vehicles sold by Big 3 but made in plants managed by Japanese companies; excludes vehicles sold by Japanese but made in Big 3 plants.

U.S. CAR AND LIGHT-TRUCK SALES, 5 MONTHS — 1992 vs. 1991

Make	Car Sales 1992	Car Sales 1991	1992 Share	1991 Share	Truck Sales 1992	Truck Sales 1991	1992 Share	1991 Share	Car & Truck Totals 1992	Car & Truck Totals 1991	% Share of Total Car & Truck Market 1992	% Share of Total Car & Truck Market 1991	Changes Share (Points)	Changes Sales (Percent)
Ford	481,359	447,526	14.2	13.3	554,460	477,863	30.3	28.9	1,035,819	925,389	19.9	17.8	2.1	11.9
Chevrolet/Geo†	432,869	487,781	12.8	14.5	443,642	434,733	24.2	26.3	876,511	922,514	16.8	17.7	-0.9	- 5.0
Toyota	280,154	266,967	8.3	7.9	104,216	104,922	5.7	6.3	384,370	371,889	7.4	7.1	0.3	3.4
Dodge	113,232	139,913	3.3	4.2	232,928	188,865	12.7	11.4	346,160	328,778	6.6	6.3	0.3	5.3
Honda	248,401	259,984	7.3	7.7	—	—	—	—	248,401	259,984	4.8	5.0	-0.2	- 4.5
Pontiac	234,784	213,754	6.9	6.4	13,132	8,551	0.7	0.5	247,916	222,305	4.8	4.3	0.5	11.5
Buick	216,346	224,245	6.4	6.7	—	—	—	—	216,346	224,245	4.1	4.3	-0.1	- 3.5
Nissan	139,484	143,991	4.1	4.3	63,156	66,637	3.4	4.0	202,640	210,628	3.9	4.0	-0.1	- 3.8
Oldsmobile	176,693	170,120	5.2	5.1	12,725	10,838	0.7	0.7	189,418	180,958	3.6	3.5	0.2	4.7
Plymouth	76,317	79,435	2.3	2.4	84,618	68,901	4.6	4.2	160,935	148,336	3.1	2.8	0.3	8.5
Mercury	159,052	155,560	4.7	4.6	—	—	—	—	159,052	155,560	3.1	3.0	0.1	2.2
Mazda	109,271	107,264	3.2	3.2	36,166	46,083	2.0	2.8	145,437	153,347	2.8	2.9	-0.1	- 5.2
GMC	—	—	—	—	130,109	112,785	7.1	6.8	130,109	112,785	2.5	2.2	0.3	15.4
Jeep	—	—	—	—	98,450	67,019	5.4	4.1	98,450	67,019	1.9	1.3	0.6	46.9
Cadillac	93,295	88,449	2.8	2.6	—	—	—	—	93,295	88,449	1.8	1.7	0.1	5.5
Saturn	74,372	18,654	2.2	0.6	—	—	—	—	74,372	18,654	1.4	0.4	1.0	—
Mitsubishi	59,765	67,492	1.8	2.0	8,422	12,463	0.5	0.8	68,187	79,955	1.3	1.5	-0.2	-14.7
Lincoln	65,310	80,070	1.9	2.4	—	—	—	—	65,310	80,070	1.3	1.5	-0.2	-18.4
Chrysler	56,160	53,346	1.7	1.6	5,893	1,580	0.3	0.1	62,053	54,926	1.2	1.1	0.1	13.0
Acura	51,402	57,767	1.5	1.7	—	—	—	—	51,402	57,767	1.0	1.1	-0.1	-11.0
Hyundai	44,258	46,768	1.3	1.4	—	—	—	—	44,258	46,768	0.8	0.9	- 0.1	- 5.4
Subaru	41,235	44,145	1.2	1.3	—	—	—	—	41,235	44,145	0.8	0.8	0.0	- 6.6
Isuzu	4,646	5,048	0.1	0.2	33,611	39,743	1.8	2.4	38,257	44,791	0.7	0.9	-0.2	-14.6
Lexus	37,509	21,751	1.1	0.6	—	—	—	—	37,509	21,751	0.7	0.4	0.3	72.4
VW	32,467	40,641	1.0	1.2	506	2,347	0.0	0.1	32,973	42,988	0.6	0.8	-0.2	-23.3
Volvo	29,747	32,244	0.9	1.0	—	—	—	—	29,747	32,244	0.6	0.6	0.0	- 7.7
Mercedes	27,854	23,612	0.8	0.7	—	—	—	—	27,854	23,612	0.5	0.5	0.0	18.0
BMW	24,686	19,933	0.7	0.6	—	—	—	—	24,686	19,933	0.5	0.4	0.1	23.8
Eagle	22,502	23,560	0.7	0.7	—	—	—	—	22,502	23,560	0.4	0.5	- 0.1	- 4.5
Infiniti	15,836	11,401	0.5	0.3	—	—	—	—	15,836	11,401	0.3	0.2	0.1	38.9
Suzuki	2,543	2,164	0.1	0.1	7,318	7,589	0.4	0.5	9,861	9,753	0.2	0.2	0.0	1.1
Saab	9,765	12,354	0.3	0.4	—	—	—	—	9,765	12,354	0.2	0.2	0.0	-21.0
Audi	5,828	4,909	0.2	0.1	—	—	—	—	5,828	4,909	0.1	0.1	0.0	18.7
Daihatsu	3,827	2,483	0.1	0.1	1,932	1,353	0.1	0.1	5,759	3,836	0.1	0.1	0.0	50.1
Jaguar	3,885	3,451	0.1	0.1	—	—	—	—	3,885	3,451	0.1	0.1	0.0	12.6
Porsche	1,787	2,020	0.1	0.1	—	—	—	—	1,787	2,020	0.0	0.0	0.0	-11.5
Alfa Romeo	1,523	1,680	0.0	0.0	—	—	—	—	1,523	1,680	0.0	0.0	0.0	- 9.3
Yugo	1,412	1,001	0.0	0.0	—	—	—	—	1,412	1,001	0.0	0.0	0.0	41.1
Range Rover	—	—	—	—	1,357	1,208	0.1	0.1	1,357	1,208	0.0	0.0	0.0	12.3
Peugeot	278	1,759	0.0	0.1	—	—	—	—	278	1,759	0.0	0.0	0.0	-84.2
Sterling	0	1,153	—	0.0	—	—	—	—	0	1,153	0.0	0.0	0.0	-100.0
Other*	835	835	0.0	0.0	—	—	—	—	835	835	0.0	0.0	0.0	0.0
TOTAL	**3,380,689**	**3,365,230**	**100.0**	**100.0**	**1,832,641**	**1,653,480**	**100.0**	**100.0**	**5,213,330**	**5,018,710**	**100.0**	**100.0**	**0.0**	**3.9**
TOTAL BIG 3	**2,202,291**	**2,182,413**	**65.1**	**64.9**	**1,575,957**	**1,371,135**	**86.0**	**82.9**	**3,778,248**	**3,553,548**	**72.5**	**70.8**	**1.7**	**6.3**
TOTAL JAPAN	**994,073**	**990,457**	**29.4**	**29.4**	**254,821**	**278,790**	**13.9**	**16.9**	**1,248,894**	**1,269,247**	**24.0**	**25.3**	**-1.3**	**- 1.6**
TOTAL EUROPE	**140,067**	**145,592**	**4.1**	**4.3**	**1,863**	**3,555**	**0.1**	**0.2**	**141,930**	**149,147**	**2.7**	**3.0**	**- 0.3**	**- 4.8**
GM	1,228,359	1,203,003	36.3	35.7	599,608	566,907	32.7	34.3	1,827,967	1,769,910	35.1	35.3	-0.2	3.3
Ford	705,721	683,156	20.9	20.3	554,460	477,863	30.3	28.9	1,260,181	1,161,019	24.2	23.1	1.1	8.5
Chrysler	268,211	296,254	7.9	8.8	421,889	326,365	23.0	19.7	690,100	622,619	13.2	12.4	0.8	10.8
Toyota/Lexus	317,663	288,718	9.4	8.6	104,216	104,922	5.7	6.3	421,879	393,640	8.1	7.8	0.3	7.2
Honda/Acura	299,803	317,751	8.9	9.4	0	0	—	—	299,803	317,751	5.8	6.3	-0.5	- 5.6
Nissan/Infiniti	155,320	155,392	4.6	4.6	63,156	66,637	3.4	4.0	218,476	222,029	4.2	4.4	-0.2	- 1.6
VW/Audi	38,295	45,550	1.1	1.4	506	2,347	0.0	0.1	38,801	47,897	0.7	1.0	-0.3	-19.0
†Geo	*99,871*	*96,619*	*3.0*	*2.9*	*13,082*	*12,571*	*0.7*	*0.8*	*112,953*	*109,190*	*2.2*	*2.2*	*0.0*	*3.4*
*Made by Japan***	*1,116,376*	*1,112,096*	*33.0*	*33.0*	*269,905*	*293,260*	*14.7*	*17.7*	*1,363,484*	*1,372,686*	*26.2*	*27.4*	*-1.2*	*- 0.7*

*Includes 1992 estimated sales of 400-Ferrari, 135-Lotus, 110-Rolls/Bentley, 100-Maserati, 65-Lamborghini, and 25-Aston Martin.
**Includes vehicles sold by the Big 3 but made in plants managed by Japanese companies; excludes vehicles sold by the Japanese but made in Big 3 plants.

SALES

Big 3 rally in May; Japanese dip 12%

continued from PAGE 1

price hikes," Glantz said. March increases averaging 2.8 percent reached the market last month as inventory turned.

Also, the Japanese are weak in the market segments that grew in May, Glantz said. "The great strides were in full-sized pickups, compact sport-utilities and minivans."

Light trucks were May's stars. Ford's F-series pickups led all models in May with 41,413 sales, followed by 38,366 for Chevrolet's C/K pickups.

Ford's Taurus was the top car. The Honda Accord (No. 3) and Toyota Camry (No. 9) were the only foreign-badged vehicles among May's top 10 cars and trucks.

Ford and Chrysler improved their car-truck market shares while GM's was unchanged.

At Ford, sales rose for every line except the full-sized Bronco sport-utility. Chrysler lost nearly a full point of car share, but gained 4.6 points of truck share on the strength of minivans, the Cherokee and the new Grand Cherokee.

GM's trucks lost more than two points of share despite a sales increase. Conversely, its cars grabbed an additional 1.2 market share points despite a sales decline.

May's results reinforced Ford Division's lead over Chevrolet for the top spot in both car and truck sales. Ford is clearly moving away on both fronts.

Ford increased its lead over Chevy in car and truck sales.

The divisions were neck-and-neck through the first five months of 1991, with Ford Division leading by a scant 3,000 units overall.

Through May 1992, Ford Division held a 160,000-unit lead — 49,000 in cars and 111,000 in trucks. Overall, Ford Division gained 2.1 points of market share through May; Chevrolet lost 0.9 points.

Chevrolet dealers have complained that GM is neglecting the division's product line while pouring money into Saturn. It has been a bitter pill for Chevrolet dealers because they claim they were promised the Saturn when the car was proposed in the early 1980s.

"We know some Chevrolet dealers are concerned that Saturn's success is coming at their expense," GM President Jack Smith told *Automotive News*. "We understand their concerns, but our facts don't support the thesis that Chevrolet is losing to Saturn. The Chevrolet issue is separate, and we're working to return Chevy to leadership."

Smith said the latest figures show that 70 percent of Saturn's business nationwide is coming from customers who say they wouldn't have purchased a GM product as a second choice.

"Saturn is off to a very strong start in fulfilling its dual missions of conquesting the small-car market and transferring its results throughout all of GM," Smith said.

On a percentage basis, Saturn scored the biggest May-to-May increase of any marque, selling 2½ times as many cars as last year. Jaguar doubled its sales on the strength of a new lease program.

DOMESTIC CAR SALES, MAY & YTD

	May 1992	May 1991	5 Mos. 1992	5 Mos. 1991
Summit	738	753	2,535	2,829
Talon	2,761	3,132	12,516	13,103
Premier	179	1,339	1,810	4,365
Total Eagle	**3,678**	**5,224**	**16,861**	**20,297**
Horizon	0	51	0	352
Laser	2,646	3,259	10,671	11,992
Sundance	6,415	4,410	27,360	17,166
Acclaim*	5,747	7,992	31,107	43,836
Total Plymouth	**14,808**	**15,712**	**69,138**	**73,346**
LeBaron A*	2,341	1,636	14,017	7,428
LeBaron J	4,737	5,294	17,496	18,640
Fifth Avenue	3,000	3,591	14,550	16,234
Imperial	704	1,073	2,840	4,390
New Yorker	1,438	1,108	7,257	5,976
Total Chrysler	**12,220**	**12,702**	**56,160**	**52,668**
Omni	0	44	0	378
Shadow*	8,772	7,999	34,814	29,678
Monaco	74	782	660	2,101
Daytona	1,182	1,579	5,563	6,573
Spirit*	5,018	5,995	25,874	37,146
Dynasty	7,262	11,369	33,603	48,613
Total Dodge	**22,308**	**27,768**	**100,514**	**124,489**
CHRYSLER CORP.	**53,014**	**61,496**	**242,673**	**270,800**
Escort*	22,280	18,727	100,828	96,522
Mustang	8,056	7,783	36,230	31,027
Tempo	18,511	14,325	92,171	79,748
Taurus	34,125	27,959	145,174	128,318
Thunderbird	7,535	7,293	33,069	32,810
Probe	5,112	8,161	22,797	32,670
Crown Victoria	7,961	5,946	36,271	30,225
Total Ford Division	**103,580**	**90,194**	**466,540**	**431,320**
Topaz	6,348	5,652	29,609	24,848
Sable	10,557	9,168	47,228	39,884
Cougar	5,269	5,587	21,015	23,686
Grand Marquis	8,857	10,246	37,934	40,510
Total Mercury	**31,031**	**30,653**	**135,786**	**128,928**
Continental	3,068	5,656	14,503	23,168
Town Car	8,793	12,376	48,430	52,972
Mark VII	390	944	2,377	3,930
Total Lincoln	**12,251**	**18,976**	**65,310**	**80,070**
Total L-M Division	**43,282**	**49,629**	**201,096**	**208,998**
FORD MOTOR CO.	**146,862**	**139,823**	**667,636**	**640,318**
Roadmaster	5,671	4,322	18,121	8,242
Skylark	5,086	3,932	26,228	39,739
Century*	11,216	13,694	49,405	48,930
Regal	7,901	9,949	35,392	44,113
LeSabre	10,802	7,357	57,792	42,564
Reatta	8	274	95	1,214
Park Avenue	5,307	7,706	24,426	32,799
Riviera	1,106	1,351	4,887	6,644
Total Buick	**47,097**	**48,585**	**216,346**	**224,245**
Allante	229	403	898	1,174
Seville	3,058	4,293	15,522	15,109
DeVille	14,243	12,409	61,449	55,449
Brougham	734	1,596	5,091	9,544
Eldorado	2,246	1,442	10,335	7,173
Total Cadillac	**20,510**	**20,143**	**93,295**	**88,449**
Geo Metro	7,492	4,699	38,030	28,247
Geo Prizm	7,906	6,702	29,468	30,869
Cavalier	20,543	25,960	95,257	125,470
Camaro	6,289	5,459	27,251	20,121
Celebrity	0	66	1	581
Corsica-Beretta	16,144	25,693	73,572	90,906
Lumina	19,728	22,505	88,193	89,801
Caprice	8,377	12,855	40,483	56,662
Corvette	2,161	1,711	8,241	7,529
Total Chevrolet	**87,740**	**105,650**	**400,496**	**450,278**
Calais	314	3,897	3,286	31,194
Achieva	5,762	0	31,900	0
Cutlass Ciera	11,458	13,152	51,650	45,271
Cutlass Supreme	8,514	9,434	38,207	38,157
Eighty Eight	6,128	3,741	32,299	26,681
Custom Cruiser Wagon	325	744	2,185	3,335
Ninety Eight	3,184	4,682	15,051	21,475
Toronado	396	1,032	2,115	4,007
Total Oldsmobile	**36,081**	**36,682**	**176,693**	**170,120**
Sunbird	7,679	8,786	32,266	39,726
Firebird	2,698	2,319	9,790	8,932
Grand Am	25,593	18,186	98,090	77,613
Pontiac 6000	206	3,677	708	12,763
Grand Prix	10,308	9,272	45,756	39,396
Bonneville	8,771	3,302	40,568	21,319
Total Pontiac	**55,256**	**45,542**	**227,178**	**199,749**
Total Saturn	**18,631**	**6,832**	**74,372**	**18,654**
GENERAL MOTORS	**264,714**	**263,434**	**1,188,380**	**1,151,495**
Civic	12,182	16,559	55,579	51,923
Accord	27,723	33,982	123,631	130,435
HONDA	**39,905**	**50,541**	**179,210**	**182,358**
MX-6	2,288	2,161	9,591	14,561
626	2,449	5,004	21,136	29,512
MAZDA	**4,737**	**7,165**	**30,727**	**44,043**
Eclipse	4,303	3,615	25,947	25,259
Mirage	526	1,446	3,732	4,652
MITSUBISHI	**4,829**	**5,061**	**29,679**	**29,911**
NISSAN Sentra	**10,160**	**11,732**	**44,859**	**51,875**
Corolla	14,244	12,960	54,552	46,332
Camry	17,953	20,733	84,769	74,078
TOYOTA	**32,197**	**33,693**	**139,321**	**120,410**
SUBARU Legacy	**4,316**	**3,598**	**21,879**	**17,743**
SUZUKI Swift	**34**	**119**	**106**	**308**
DOMESTIC TOTAL	**560,768**	**576,572**	**2,544,281**	**2,509,481**
IMPORT TOTAL	**172,891**	**192,897**	**836,429**	**856,789**
INDUSTRY TOTAL	**733,659**	**769,469**	**3,380,689**	**3,365,230**

*Includes units produced in Mexico.

Source: Automotive News Data Center

TOP TEN VEHICLE SELLERS, MAY 1992

	Sales
1. Ford F-series pickup	41,413
2. Chevrolet C/K pickup	38,366
3. Ford Taurus	34,125
4. Honda Accord	32,759
5. Ford Explorer	26,621
6. Pontiac Grand Am	25,593
7. Chrysler Caravan	24,923
8. Ford Ranger	24,819
9. Toyota Camry	22,467
10. Ford Escort	22,280

Source: Automotive News Data Center

LIGHT-TRUCK SALES, MAY & YTD

	May 1992	May 1991	5 Mos. 1992	5 Mos. 1991
Town & Country	1,926	345	5,893	1,580
Total Chrysler	**1,926**	**345**	**5,893**	**1,580**
Vans	5,321	4,721	23,285	19,747
Ram Wagon	2,297	2,094	10,354	8,415
Caravan	24,923	18,313	103,176	83,938
Caravan C/V	836	1,076	3,561	4,649
Ram 50 (import)	403	393	2,002	1,899
Ramcharger	394	508	1,785	2,689
Dakota	11,773	7,409	52,514	32,484
Pickups	7,149	7,542	36,251	35,044
Total Dodge	**53,096**	**42,056**	**232,928**	**188,865**
Voyager	21,684	15,601	84,618	68,901
Total Plymouth	**21,684**	**15,601**	**84,618**	**68,901**
Wrangler	6,157	5,368	23,541	17,959
Cherokee	9,784	9,975	59,224	44,570
Grand Wagoneer	6,448	308	13,742	1,608
Comanche	351	682	1,943	2,882
Total Jeep	**22,740**	**16,333**	**98,450**	**67,019**
CHRYSLER CORP.	**99,446**	**74,335**	**421,889**	**326,365**
Vans	10,150	9,444	49,221	41,222
Aerostar	17,199	15,680	70,049	60,067
Club Wagon	2,928	2,539	14,640	8,960
Ranger	24,819	22,206	110,305	100,574
Bronco	2,201	2,287	10,258	10,724
Explorer	26,621	22,508	123,677	99,258
Pickups	41,413	36,695	176,310	157,058
FORD MOTOR CO.	**125,331**	**111,359**	**554,460**	**477,863**
Vans	7,353	7,874	33,371	31,522
Sportsvan	852	1,217	3,373	4,068
Geo Tracker (domestic)	3,597	3,433	13,082	12,556
Geo Tracker (import)	0	3	0	15
Astro	12,825	12,718	49,364	46,716
Lumina APV	4,321	6,122	19,883	19,872
S10	16,987	19,500	76,729	86,182
S10 Blazer	13,908	10,561	52,414	49,518
Blazer	1,513	972	6,543	4,646
Suburban	4,630	3,972	17,339	15,541
Pickups	38,366	38,176	171,544	164,097
Total Chevrolet	**104,352**	**104,548**	**443,642**	**434,733**
Vans	3,046	3,001	13,615	12,406
Safari	4,174	3,551	16,463	13,203
S15/Sonoma	4,034	3,992	20,045	18,432
S15 Jimmy	3,679	2,633	13,762	11,983
Jimmy	485	224	1,893	1,189
Suburban	1,697	1,667	6,945	6,163
Pickups	11,675	11,963	55,646	48,027
P Model	134	191	682	857
W4	230	96	1,058	525
Total GMC	**29,154**	**27,318**	**130,109**	**112,785**
Silhouette	1,288	1,711	6,841	6,837
Bravada	1,117	1,054	5,884	4,001
Total Oldsmobile	**2,405**	**2,765**	**12,725**	**10,838**
Trans Sport	3,205	1,995	13,132	8,551
Total Pontiac	**3,205**	**1,995**	**13,132**	**8,551**
GENERAL MOTORS	**139,116**	**136,626**	**599,608**	**566,907**
DAIHATSU Rocky	**247**	**245**	**1,932**	**1,353**
Pickup (domestic)	679	1,907	5,657	5,727
Pickup (import)	2,419	2,374	5,591	12,005
Amigo	790	736	3,289	3,267
Trooper	1,065	1,735	3,549	10,389
Rodeo (domestic)	3,702	2,456	15,525	9,501
ISUZU	**8,655**	**9,208**	**33,611**	**39,743**
Pickup	3,901	5,086	19,988	21,027
MPV	2,901	5,938	13,185	21,010
Navajo (domestic)	699	734	2,993	4,046
MAZDA	**7,501**	**11,758**	**36,166**	**46,083**
Pickup	1,292	1,061	5,560	8,171
Montero	485	852	2,860	4,238
Van	0	3	2	54
MITSUBISHI	**1,777**	**1,916**	**8,422**	**12,463**
Pickup (domestic)	9,436	11,513	49,921	50,887
Pathfinder	2,178	3,044	11,810	14,675
Axxess	0	39	0	286
Van	0	1	0	4
Hawaii	246	264	1,425	785
NISSAN	**11,860**	**14,861**	**63,156**	**66,637**
RANGE ROVER	**240**	**227**	**1,357**	**1,208**
Samurai	366	496	1,463	2,237
Sidekick (domestic)	408	374	2,373	1,481
Sidekick (import)	857	699	3,482	3,871
SUZUKI	**1,633**	**1,569**	**7,318**	**7,589**
Pickup (domestic)	4,482	0	12,753	0
Pickup (import)	11,088	15,256	55,294	62,947
Previa	3,703	5,074	18,631	21,883
4Runner	2,875	3,694	14,513	16,717
Land Cruiser	556	639	3,025	3,375
TOYOTA	**22,704**	**24,863**	**104,216**	**104,922**
VOLKSWAGEN Vanagon	**62**	**688**	**525**	**2,347**
DOMESTIC TOTAL	**382,896**	**338,908**	**1,963,177**	**1,448,863**
IMPORT TOTAL	**35,676**	**48,547**	**189,464**	**213,783**
INDUSTRY TOTAL	**418,572**	**387,455**	**1,832,641**	**1,953,490**

Sales (Ports compiled by Karen Ostlawski)

Source: Automotive News Data Center

Japan sales continue down, off 14 percent

MARY ANN MASKERY
Staff Reporter

TOKYO — New passenger-car sales in Japan in May registered the biggest year-to-year drop in eight years. The total of 257,619 units was down 14.4 percent from May 1991.

It was the 13th consecutive month that sales have fallen from a year earlier. Including trucks, sales fell 12.3 percent, to 379,205 units.

The 1992 month had three fewer sales days, so analysts voiced caution about drawing conclusions.

But Steve Usher, who follows the industry for Kleinwort Benson International in Tokyo, said the sales figures were worse than expected.

"There is a steady deterioration in the market," he said.

Usher said he had anticipated a decline of about 3 percent in year-to-date sales, but sales through May were off 5.8 percent.

Sales of small cars — from 660cc to 2.0 liters, the bulk of the market — slid 19.5 percent last month, to 206,984.

It was the 20th consecutive monthly decline from the previous year.

Sales in the luxury segment above 2.0 liters continued to expand in May, although growth slowed.

The segment, which has been booming since a reduction in the auto tax in April 1989, grew 15.5 percent in May, to 50,635 units. The increase followed a 57 percent year-to-year rise in April and was the smallest monthly gain since the tax change.

"The growth in the large-car segment is slowing," Usher said. "But it's about time."

Among the major producers:

- Toyota Motor Corp. sales fell 13.3 percent in May, to 159,883 units. Sales of the Corolla, Japan's best-selling car, dropped 24.6 percent, to 17,536 units, continuing a slide that began with the introduction of the restyled Corolla a year ago.
- Nissan Motor Co. Ltd. was off 11.5 percent to 86,022 units;
- Honda Motor Co. fell 9.9 percent to 31,882 units;
- Mazda Motor Corp. dipped 15.1 percent to 29,685 units;
- Mitsubishi Motors Corp., which has posted gains for most of the last year, was down 5 percent to 32,657 units.

The totals include truck sales.

Sales of mini-vehicles (under 660cc) in May fell 16.7 percent, to 121,287 units, the 13th straight month of decline.

Continuing a 17-month string of year-to-year declines, import sales fell 13.2 percent last month, to 13,561 units.

German marques, which control more than 60 percent of the import segment, were down 8 percent, to 8,002 units:

- Volkswagen was off 20.7 percent, to 1,788 units;
- Audi slipped 0.5 percent, to 968 units;
- BMW was down 4.3 percent, to 2,151 units;
- Mercedes-Benz was off 0.7 percent, to 2,705 units.

Among the Big 3, General Motors ended a string of monthly gains with a 4.1 percent sales decline last month. GM sales totaled 728 units.

Chrysler Corp. slumped 28.9 percent, to 51 units, while Ford Motor Co. posted a 3.8 percent gain, to 245.

Sales of the U.S.-built Honda Accord plummeted 34.5 percent from a year earlier, to 1,044 units.

But the U.S.-built car remained the top-selling American import.

Makers give rebates a summer tuneup

CHARLES E. RAMIREZ
Special Correspondent

Five manufacturers have extended and altered their customer rebate programs, and Honda has done likewise with its dealer incentives.

The customer rebate action involves **Buick, Oldsmobile, Chevrolet, Hyundai and Subaru.**

Buick has extended customer rebates through Sept. 23. The program was scheduled to expire June 4. Rebates remain at $2,000 on the Riviera, $1,000 on the Roadmaster and $500-$1,250 on the Skylark.

Payments on the Century and the LeSabre were reduced from $250-$1,250 to $250-$1,000, but the Regal rebate was boosted from $500-$1,250 to $750-$1,500. Buick has added a $1,000 rebate on the Park Avenue/Ultra.

Buick rebates are tied to the option package selected by the customer. In lieu of rebates, Buick buyers can select finance rates ranging from 2.9 to 6.9 percent.

Chevrolet has made some changes in its customer rebate program, which is scheduled to expire Sept. 23.

Changes include: a raise from $500 to $700 on 1992 Geo Metros with automatic transmission; an increase from $750 to $1,500 on all 1991 and 1992 Geo Storms and 1992 Luminas; an increase from $1,000 to $1,500 on 1992 Geo Prizms; a raise from $500 to $750 on Cavaliers; an increase from $1,000 to $1,300 for the G-Van upfit; and a raise from $1,500 to $2,000 on the S/T Blazer.

Rebates on the C/K full-sized pickup and chassis cab, excluding the crew cab, remain at $400 until June 30 and then drop to $300.

Chevrolet offers the same financing rates as Buick.

In addition to extending regional customer rebates on 1992 models through Sept. 23, **Oldsmobile** has added a $750 rebate for the 1992 Achieva.

New rebates include: $500-$2,500 for the Toronado, up $500; $500-$1,000 for the Silhouette, down $1,000; $500-$2,000 for the Bravada; $500-$2,000 for the Custom Cruiser, up $500; $500-$1,250 for the Cutlass Supreme, down $250; $1,500 for the Ninety Eight, up from $500-$1,250; and $500-$1,000 for the Eighty Eight Royale, down $250.

Cut-rate financing is available in lieu of rebates.

Owners of Ford Motor Co. vehicles are eligible for a $1,000 "owner loyalty" rebate if they purchase a 1992 Ford Crown Victoria, 1992 Mercury Grand Marquis or 1992 Mercury Cougar.

The $1,000 is in addition to the $500 rebate on those cars. The offer expires June 30 on Cougar and Sept. 23 on Crown Victoria and Grand Marquis.

Honda has extended its dealer incentives of $400 on the 1992 Civic four-door and $750 on the 1992 Accord sedan and coupe. New is a $1,000 dealer rebate on the 1992 Accord wagon. The incentives expire July 2.

Hyundai has extended its customer incentive program from June 2 to July 6. Payments range from $1,200 to $2,000 on 1991 models and from $500 to $1,000 on 1992 models.

Subaru has extended its dealer and customer rebate programs from June 2 to Aug. 3.

Dealer incentives are $500 on 1992 Loyales, $1,500 on 1992 Legacys invoiced after Feb. 4 and $1,000 on 1992 Legacys invoiced before Feb. 4.

Customer rebates are $500 on 1992 Loyale front-wheel-drive sedans and all-wheel-drive wagons.

Until June 30, **Volvo** is offering customers free maintenance for three years or 50,000 miles on all of its 1992 vehicles.

INCENTIVE WATCH— DEALER INCENTIVES

NEW PROGRAMS

HONDA (1992 models, expires July 2)

Civic 4-door	$400
Accord wagon	$1,000
Other Accord	$750

SUBARU (1992 models, expires Aug. 3)

Loyale	$500
Legacy (invoiced before Feb. 4)	$1,000
Legacy (invoiced after Feb. 4)	$1,500

CONTINUING PROGRAMS

AUDI (1991 models, no expiration date)

Audi 100 and 200	$1,500
Audi 90	$1,000

Rebates apply to models purchased by dealer from Audi of America port stocks.

BMW (no expiration date)

750iL (1991)	$10,000

BUICK (1992 models, expires Aug. 12)

Regal	$1,500

CHRYSLER CORP. (1991-92 models; expires June 30)

Chrysler Imperial, New Yorker Fifth Avenue and Salon	$1,000-2,000, based on number sold
Dodge Dynasty	$1,000-2,000, based on number sold
Stealth	0-$1,000, based on number sold
Jeep Cherokee	$750

ISUZU (expires June 30)

Impulse (1990-91)	$2,500
Impulse (1992)	$1,500
Impulse (1990-92, California and Southwest region)	$2,500
Stylus (1991)	$800-1,100
Stylus (1992)	$600-800
Stylus (1991, Calif.)	$800-2,000
Pickup (1990-92)	$500-1,500, based on number sold
Rodeo (1990-92)	$500-1,250, based on number sold
Trooper (1990-91)	$750

Dealer has the option of sharing rebate with buyer.

LOTUS (1991, no expiration date)

Elan	$5,000
Esprit Turbo	$11,000-15,000

MITSUBISHI (1991-92 models, expires July 6)

Mirage	$500-1,000, quota
Galant	$1,000-1,500, quota
Galant VR-4	$500-3,000, based on number sold
(Galant VR-4 payments are in addition to other Galant rebates.)	
Eclipse	7% of sticker, starts with second sale
Pickup	$1,000-1,500, quota

NISSAN (1992 models, expires July 6)

Stanza	$1,500-2,000
240SX (exclude convertible)	$1,300
Maxima GXE	$1,000
Sentra	$700-1,000
Pickups	$1,000-1,750

PEUGEOT (no expiration date)

405	$5,000
505	$6,000

PORSCHE (1991 models, no expiration date. To qualify for the following rebates, dealers had to buy two cars from port stock by Jan. 17.)

911 Carrera 2, 928	$9,500
911 Carrera 4	$13,500
911 Turbo	$14,000

SUZUKI (expires Aug. 3)

Swift (1992)	$400-700
Sidekick (1992)	$700-1,500
Swift (1991)	$700-1,000
Sidekick (1991)	$500-1,000

VOLKSWAGEN (no expiration date)

Passat (1991)	$1,500
Jetta, Fox, Golf (1991)	$500
All 1990 cars	$500-1,500

Verdict due June 24 in minivan dumping case

MAX GATES
Staff Reporter

WASHINGTON — The last piece of the minivan dumping case against Toyota and Mazda will be put in place June 24 with a public vote by the six members of the International Trade Commission.

The commission will decide whether the Big 3 were injured by marketing practices of Toyota and Mazda. The U.S. Commerce Department already has ruled that Toyota Previa and Mazda MPV minivans were sold in the United States at less than fair market price during late 1990 and early 1991. The votes of three commissioners are needed to show that the Big 3 were harmed by the Japanese trading practices.

If the International Trade Commission finds injury, the Japanese automakers will be required to pay penalties equal to the so-called dumping margin, the amount by which they underpriced their minivans. In May, the Commerce Department found that Mazda was selling the MPV at 12.7 percent less than fair market value and Toyota was selling its Previa at 6.75 percent less than fair market value.

Commerce Department officials said they conducted an "unprecedented" investigation of Japanese manufacturing operations in an attempt to determine a fair value for Previa and MPV models, which are assembled in Japan. That investigation was aimed in part at understanding the *keiretsu* relationship between Toyota and Mazda and their closely related supplier companies.

INCENTIVE WATCH — CUSTOMER INCENTIVES

NEW PROGRAMS

BUICK (1992 models, expires Sept. 23. In lieu of rebates, finance rates of 2.9 to 6.9 percent are offered.)

Century, LeSabre	$250-1,000
Skylark	$500-1,250
Regal	$750-1,000
Roadmaster, Park Avenue	$1,000
Riviera	$2,000

HYUNDAI (expires July 6)

Excel (1991)	$1,200
Excel (1992)	$500
Elantra (1992)	$1,000
Scoupe (1991)	$1,000
Scoupe (1992)	$750
Sonata (1991)	$2,000
Sonata (1992)	$1,500

SUBARU (1992 models, expires Aug. 3)

Loyale (fwd sedans)	$500
Loyale (awd wagons)	$500

CONTINUING PROGRAMS

CHRYSLER CORP.

Expires June 30. Finance rates in lieu of rebates are 0 to 9.9 percent.

1991-92 models

Chrysler Imperial, New Yorker Fifth Avenue	$1,500
N.Y. Salon, LeBaron sedan	$1,000
LeBaron coupe, conv. (1992)	$1,000
LeBaron coupe, conv. (1991)	$500
Dodge Monaco, Daytona (1991 only)	$1,500
Shadow, Dynasty, Spirit	$1,000
Colt 3-dr. (Northeast)	$700
Daytona (1992), Colt	$500
Dodge Ramcharger	$2,000
Ram pickup (gas)	$1,500
Ram wagon (van and conversion)	$1,000
Dakota	$750
Ram 50	$500
Eagle Premier	$1,500
Talon awd (1992)	$1,500
Other Talon (1991-92)	$1,000
Summit 4-dr. (1992)	$1,000
Other Summit (1991-92)	$500
Summit 3-dr., 4-dr. (Northeast)	$700
Jeep Cherokee	$1,500
Comanche	$750
Wrangler	$500
Plymouth Acclaim, Laser awd (1992)	$1,500
Other Laser (1991-92)	$1,000
Sundance	$1,000
Colt 3-dr., (Northeast)	$700
Colt, Colt Vista	$500
All minivans (Calif., Hawaii)	$1,000
All minivans (elsewhere)	$500

FORD MOTOR CO.

1993 models

Expires June 30. In lieu of rebates, 7.9 percent financing is available.

Ford Escort	$200-400
Mercury Tracer	$200

1992 models

Expires June 30. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Some rebates vary by regions.

Ford Probe	$1,500
Thunderbird Sport, SC (Calif. only)	$1,500
Taurus SHO	$1,000
Other Taurus, Mustang	$500-1,000
Escort	$400-1,000
Thunderbird, Tempo, Crown Victoria, Festiva	$500
Crown Victoria (expires Sept. 23) For owners of Ford Motor products	$1,000
Ford Bronco, Econoline (RV)	$1,000
Ranger	$750-1,000
Aerostar	$500-1,000
F series	$400
Lincoln (all)	$1,500
Mercury Sable	$500-1,000
Capri	$750
Tracer	$400-1,000
Topaz, Cougar, Grand Marquis	$500
Cougar (expires June 30) for owners of Ford Motor products	$1,000
Grand Marquis (expires Sept. 23) for owners of Ford Motor products	$1,000

1991 models

Expires June 30. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Some rebates vary by regions.

Ford Thunderbird, Probe	$1,500
Mustang	$1,000-1,500
Festiva	$1,000
Escort	$750
Taurus SHO	$600-1,000
Other Taurus	$400-1,000
Tempo	$400
Ford Bronco, Econoline E150 RV	$1,000
Aerostar	$400-1,000
Ranger, F series, other Econoline	$400
Mercury Capri	$2,000
Sable, Cougar	$1,500
Tracer	$750
Topaz	$400

GENERAL MOTORS

1992 models

Cadillac (expires June 30) DeVille, Brougham	$1,500
Chevrolet Geo (expires Sept. 23) Metro conv.	$1,000
Other Metro	$500
Prizm	$1,000
Storm	$750
Tracker	$750-1,000

1991 models

Chevrolet Geo Storm (expires Sept. 23)	$750

MAZDA (1992 models, expires July 6)

Protege, MX-6	$1,400
626	$1,200
Navajo	$500-1,500
Pickups	$500-1,400

Navajo and pickup rebates vary by model and region.

Amati adds 22 dealers

KRISTINE STIVEN BREESE
Staff Reporter

LOS ANGELES — Amati, the luxury-car division of Mazda Motor of America Inc., signed 22 more dealers last week, bringing its total to 41. The company said it plans to have 75 when it begins selling cars in 1994.

That marks a switch. The original plan called for 50 Amati dealers at introduction time. The division says it increased the total because it is finding more dealers than expected that meet Amati's standards for location, financial strength and customer satisfaction.

The division plans to sign two more groups of dealers within six months. Amati also said it expects to sell 20,000 of its two luxury sedans during 1994.

Fourteen of the 22 newest dealers have Mazda franchises. Of the 41 dealers signed so far, 24 own Mazda stores.

The 22 franchises have been awarded to: John Anderson, Thousand Oaks, Calif.; Billy Barrett, Gena Barrett Bailey and Bradley Barrett, Dallas; Roger Beasley, Austin, Texas; Roger Burdick, Rochester, N.Y.; Ray Catena, Edison, N.J.; and Robert Dimmerman, Maple Shade, N.J.

Also: James Ellis Jr., Marietta, Ga; Howard Keyes, Van Nuys, Calif.; Steven Knappenberger, Scottsdale, Ariz.; Mark Lacher, Howard Koeppel and Daniel Koeppel, Woodside, N.Y.; Terry Lindsay, Alexandria, Va.; Jim McDonald, Oakland, Calif.; and Ed Morse and Ted Morse, Coconut Creek, Fla.

Also: Robert Ourisman and Dennis Rippeon, Rockville, Md.; David Parkin and John Hawkins, Montclair, Calif.; John Rosatti, Hollywood, Fla.; Ronald Salhany, Tampa, Fla.; John Staluppi, West Palm Beach, Fla.; Michael Stead, Walnut Creek, Calif.; Ken Uemura, Birmingham, Ala.; Morrie Wagener, Minnetonka, Minn.; and Robert Zinn and David Zinn, Miami.

Minorities eye federal help

MAX GATES
Staff Reporter

WASHINGTON — Saying half its members are in danger of going out of business if they don't get some new financial backing, the nation's minority dealers have asked the federal government for $300 million in guaranteed loans and job training.

"If President Bush and the chairmen of the Big 3 can approach the government of Japan, if aid can go to help other struggling nations, is it too much to ask for the federal government to help us?" asked Mel Farr, a suburban Detroit dealer speaking for the National Association of Minority Automobile Dealers. Farr spoke at the group's mid-year conference.

Farr said 20 percent of the minority dealers have failed in the past two years, "and 50 percent are looking at balance sheets with red ink."

Farr had strong words for foreign makers that have refused to offer programs to help minorities open dealerships. Just over 3 percent of Big 3 dealerships in the U.S. are minority-owned, compared with 0.6 percent of Japanese dealerships and 0.7 percent of European dealerships, according to association figures.

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Bramalea, Ontario	†	
GENERAL MOTORS		
Lake Orion, Mich.	6/8	
Cadillac Deville		2,900
Oldsmobile Ninety-Eight		870
Total U.S. car		**3,770**
Total units lost week of 6/8		**3,770**

†Plant closed for retooling until July 1992.
Source: Automotive News Data Center

Lawmakers pound out trade bill

MAX GATES
Staff Reporter

WASHINGTON — House Democrats will get serious about anti-Japan trade legislation when they begin revising a bill designed to give U.S. automakers "breathing room" to catch up with the Japanese.

Markup, the drafting of a final form of the bill, is scheduled for Tuesday. No amendments to the bill had been offered last week, and House aides said no consensus had emerged on the bill's final form.

The bill has a powerful sponsor in Rep. Dan Rostenkowski, D-Ill., chairman of the Ways and Means Committee. But the markup will be run by Rep. Sam Gibbons, D-Fla., chairman of the subcommittee on trade, who has opposed the auto sections of the bill as protectionist.

The situation is further complicated by mixed support from the Big 3. Chrysler Corp. has enthusiastically endorsed the bill. Ford Motor Co. Chairman Harold Poling has said he supports the bill reluctantly. General Motors, while backing some sections, says it opposes the bill.

The measure is intended to give the Big 3 a chance to become competitive with the Japanese. It requires the Big 3 to demonstrate improvements in productivity and competitiveness in return for seven-year protection from increased Japanese sales.

Sections of the broad-ranging trade bill would require the president to negotiate a voluntary restraint agreement with Japan that would limit sales of Japanese-badged vehicles in the United States at 1992 levels for seven years.

The sales limit would affect both imports and vehicles produced in Japanese transplants. Under the current version of the bill, the Japanese would be permitted to increase U.S. sales if the Big 3 increase sales in Japan.

obituary

Milton Lewis

VERONA, N.J. — Milton H. Lewis, chairman and founder of American Leasing Corp. of East Orange, N.J., died May 19. Lewis is considered a pioneer in leasing. He built one of the oldest and largest leasing companies in New Jersey. He was 87.

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are assembled in the United States unless noted. Vehicles are cars unless noted.

	Est. 6/1-6/6/92	Actual 5/25-5/30/92	May Total	Year 1/1-6/6/92	Year 1/1-6/6/91
LeBaron J	1,600	1,257	6,167	25,175	18,697
New Yorker	450	326	1,605	7,481	3,251
Fifth Avenue	1,300	934	4,582	15,685	13,026
Imperial	100	124	645	2,384	3,114
Town & Country (trk.)	350	333	1,619	6,466	1,535
Total Chrysler Div.	**3,800**	**2,974**	**14,618**	**57,191**	**39,625**
Sundance	1,250	1,378	6,205	25,479	16,586
Acclaim	1,400	1,273	6,629	33,885	35,986
Voyager (trk.)	2,400	2,046	9,516	42,192	41,396
Voyager (Can. trk.)	2,682	2,698	10,510	59,099	47,354
Total Plymouth	**7,732**	**7,395**	**32,860**	**160,655**	**141,324**
Daytona	450	352	1,560	5,793	4,936
Shadow	3,100	2,621	11,871	42,294	19,149
Dynasty	2,700	1,853	8,924	36,283	49,965
Spirit	1,900	1,350	7,004	32,426	32,626
Viper	0	0	13	31	0
Monaco (Can.)	0	0	0	0	3,168
Caravan (trk.)	3,150	2,536	12,157	55,026	49,650
Caravan (Can. trk.)	3,756	3,747	14,579	78,720	64,464
Caravan C/V (trk.)	50	51	252	1,340	2,096
Caravan C/V (Can. trk.)	162	200	802	3,838	11,622
Dakota (trk.)	4,200	3,559	13,925	60,494	34,771
Ram pickup (trk.)	1,350	1,171	5,200	27,258	34,730
Ram wagon (Can. trk.)	540	556	2,222	10,989	9,714
Ram van (Can. trk.)	1,812	1,778	7,089	29,510	17,167
Total Dodge	**23,170**	**19,774**	**85,596**	**384,000**	**334,060**
Premier (Can.)	0	0	0	0	4,321
Cherokee (trk.)	3,600	2,863	13,716	63,548	53,677
Comanche (trk.)	0	0	49	915	2,346
Grand Cherokee (trk.)*	2,400	1,997	8,744	26,312	1,023
Briarwood (trk.)	0	0	0	325	1,261
Wrangler (Can trk.)	0	0	0	29,026	24,933
Total Jeep-Eagle	**6,000**	**4,860**	**22,509**	**120,126**	**87,561**
Total U.S. car	**14,250**	**11,466**	**55,205**	**226,916**	**197,338**
Total Can. car	**0**	**0**	**0**	**0**	**7,488**
Total U.S. truck	**17,500**	**14,556**	**85,178**	**283,874**	**222,488**
Total Can. truck	**6,952**	**8,979**	**35,292**	**211,182**	**175,254**
CHRYSLER CORP.	**46,702**	**35,803**	**155,585**	**721,972**	**602,570**
Escort	5,783	4,631	22,741	80,299	82,512
Mustang	2,805	2,280	11,319	42,374	35,685
Tempo	2,903	2,959	14,653	61,035	48,531
Tempo (Can.)	3,379	3,355	9,346	55,592	50,823
Taurus	9,696	8,115	39,304	172,995	148,376
Thunderbird	2,417	1,727	8,515	36,422	35,203
Crown Victoria (Can.)	2,327	2,344	10,013	46,714	39,231
Aerostar (trk.)	4,210	3,380	16,824	82,341	68,471
Bronco (trk.)	0	552	2,840	9,818	5,764
Explorer (trk.)	6,681	5,150	25,732	140,488	122,941
Mazda Navajo (trk.)	150	119	592	2,545	5,536
Econoline (trk.)	4,256	3,505	17,993	87,141	57,062
Heavy (trk.)	959	766	3,994	20,575	16,204
Light truck (trk.)	8,561	9,372	42,074	201,460	121,844
Light truck (Can. trk.)	3,040	3,046	11,670	64,628	42,991
Ranger (trk.)	7,852	6,699	33,728	137,551	112,616
Total Ford Division	**65,821**	**58,000**	**271,338**	**1,243,978**	**963,796**
Topaz	1,507	1,001	5,715	26,505	20,139
Topaz (Can.)	1,432	1,468	4,087	21,763	15,967
Cougar	1,193	1,158	5,971	26,997	26,245
Sable	3,402	2,289	11,287	56,613	47,531
Grand Marquis (Can.)	2,243	1,839	7,662	44,526	38,044
Mercury Villager (trk.)	299	190	799	1,345	0
Nissan Quest (trk.)	201	133	434	686	0
Total Mercury	**10,277**	**8,078**	**35,955**	**178,437**	**147,946**
Continental	842	676	3,346	17,390	25,546
Mark VII	0	0	0	2,375	4,461
Town Car	2,528	2,032	10,027	52,073	60,094
Total Lincoln	**3,370**	**2,708**	**13,373**	**71,838**	**90,101**
Total L-M Division	**13,647**	**10,786**	**49,328**	**250,275**	**238,047**
Total U.S. car	**33,678**	**26,868**	**132,878**	**577,878**	**534,323**
Total Can. car	**9,381**	**9,806**	**31,108**	**168,595**	**144,885**
Total U.S. truck	**33,189**	**29,866**	**145,018**	**683,952**	**518,438**
Total Can. truck	**3,048**	**3,046**	**11,678**	**64,628**	**42,991**
FORD MOTOR CO.	**79,668**	**69,786**	**329,686**	**1,494,253**	**1,231,837**
Skylark	1,317	1,474	4,309	26,994	159
Century	2,906	2,226	10,405	37,641	34,929
Regal (Can.)	2,950	2,963	10,708	42,992	51,986
Riviera	286	237	1,174	5,573	39,152
Park Avenue	754	1,211	6,154	28,439	4,204
LeSabre	4,221	3,345	16,363	69,664	45,753
Roadmaster sedan	822	713	3,553	20,038	34,635
Roadmaster wagon	200	142	791	5,560	10,156
Reatta	0	0	0	0	1,206
Total Buick	**13,456**	**12,311**	**53,457**	**236,901**	**222,180**
Eldorado	616	489	2,687	17,948	6,395
Seville	1,371	1,100	5,040	23,704	12,909
Brougham	0	0	0	2,170	8,959
DeVille	3,806	2,820	12,659	55,320	63,835
Allante	64	51	192	728	1,382
Total Cadillac	**5,857**	**4,460**	**20,578**	**99,870**	**93,480**
Cavalier	5,625	3,963	21,074	103,453	121,610
Camaro	1,795	1,681	6,921	30,309	21,139
Corsica-Beretta	4,650	3,428	20,050	91,046	113,310
Lumina (Can.)	6,300	6,268	25,483	105,242	96,103
Caprice	3,892	2,785	12,504	49,438	62,007
Corvette	598	553	2,500	9,502	10,432
Astro (trk.)	3,149	2,792	12,420	69,194	44,304
Blazer (trk.)	682	416	2,307	10,362	3,471
Lumina APV (trk.)	1,213	845	4,247	20,453	17,560
Mediums (trk.)	247	214	911	2,959	1,674
P-model (trk.)	696	615	0	10,739	7,292
Pickup (trk.)	6,531	5,519	26,402	120,005	111,842
Pickup (Can. trk.)	4,000	4,025	15,262	66,158	60,523
S10 (trk.)	3,348	3,655	16,959	81,844	113,004
S10 Blazer (trk.)	2,412	2,107	11,242	58,267	20,281
Sportsvan (trk.)	0	0	0	11,405	18,484
Sportsvan (Can. trk.)	2,000	2,020	7,096	34,186	23,318
Suburban (trk.)	1,658	1,002	7,775	21,992	11,585
Total Chevrolet	**48,586**	**41,885**	**193,153**	**916,544**	**858,839**
Achieva/Calais	2,950	2,255	10,766	55,361	34,616
Cutlass Ciera	3,575	3,102	14,254	59,345	33,846
Cutlass Ciera (Can.)	0	0	0	0	30,470
Cutlass Supreme	2,400	1,891	9,419	36,930	47,163
Toronado	94	74	367	2,903	2,778
Eighty Eight	937	1,175	6,044	34,449	27,389
Custom Cruiser wag.	40	31	163	1,845	4,749
Ninety Eight	826	792	3,716	15,622	33,481
Silhouette (trk.)	255	377	2,019	7,479	8,780
Bravada (trk.)	78	258	1,315	6,490	8,150
Total Oldsmobile	**11,155**	**9,955**	**48,863**	**226,424**	**231,422**
Sunbird	2,165	1,551	8,464	43,245	55,975
Grand Am	6,073	5,092	24,409	110,397	87,060
Firebird	505	557	3,029	11,160	7,043
Grand Prix	2,700	2,213	10,779	49,590	44,048
Pontiac 6000	0	0	0	0	16,659
Bonneville	1,328	2,140	10,568	45,982	21,398
Trans Sport (trk.)	1,376	1,046	5,154	16,864	11,294
Total Pontiac	**14,147**	**12,599**	**62,403**	**277,238**	**243,477**
Yukon-Jimmy (trk.)	210	183	818	3,290	989
Medium (trk.)	337	237	1,278	10,627	3,657
P-model (trk.)	68	68	0	1,107	1,365
Pickup (trk.)	2,666	1,891	10,638	47,078	48,991
Pickup (Can. trk.)	1,490	1,478	5,434	31,451	24,248
Syclone-Sonoma (trk.)	956	892	5,705	21,742	23,458
Typhoon-S15 Jimmy (trk.)	720	848	4,474	18,652	8,739
Safari (trk.)	1,333	1,257	5,498	28,724	18,588
Suburban (trk.)	929	800	3,533	14,099	10,747
Vandura (trk.)	0	0	0	5,803	8,895
Vandura (Can. trk.)	650	663	2,522	15,767	9,375
Total GMC	**9,350**	**8,317**	**39,980**	**198,349**	**159,052**
Total Saturn*	**4,630**	**3,780**	**17,481**	**85,523**	**29,248**
Total U.S. car	**66,945**	**58,791**	**245,835**	**1,129,870**	**1,037,625**
Total Can. car	**9,256**	**9,231**	**36,191**	**148,234**	**178,568**
Total U.S. truck	**23,864**	**25,822**	**122,695**	**586,185**	**503,158**
Total Can. truck	**8,140**	**8,186**	**30,314**	**167,562**	**117,584**
GENERAL MOTORS	**107,200**	**93,230**	**435,035**	**2,834,840**	**1,836,898**
Can. car	2,250	1,366	9,103	49,128	55,158
Can. trk.	1,300	826	5,352	30,254	24,635
CAMI*†	**3,550**	**2,192**	**14,455**	**79,382**	**79,793**
DIAMOND-STAR*	**2,963**	**2,369**	**12,969**	**69,929**	**69,744**
Civic	2,220	1,711	8,657	42,733	41,213
Civic (Can.)	2,200	2,189	8,677	49,474	48,440
Accord	7,725	6,222	31,125	172,050	159,607
Total U.S. car	**9,945**	**7,933**	**39,782**	**214,783**	**200,820**
Total Can. car	**2,200**	**2,189**	**8,677**	**49,474**	**48,440**
HONDA	**12,145**	**10,122**	**48,459**	**264,257**	**249,260**
HYUNDAI Sonata (Can.)	**325**	**315**	**1,115**	**6,247**	**13,986**
MAZDA*	**3,524**	**1,700**	**9,710**	**34,986**	**65,282**
U.S. trk.	1,550	1,247	4,623	29,051	33,621
Can. trk.	205	204	783	3,741	3,320
NAVISTAR	**1,755**	**1,451**	**5,386**	**32,792**	**36,941**
Sentra	2,297	1,847	9,122	58,105	61,750
Pickup (trk.)	2,760	2,071	10,447	60,537	60,544
NISSAN	**5,057**	**3,918**	**19,569**	**118,642**	**122,294**
Geo Prizm	1,500	1,308	6,366	39,404	45,273
Toyota Corolla	2,400	2,049	10,154	51,878	46,909
Toyota Pickup (trk.)	1,500	1,360	6,333	22,234	0
NUMMI	**5,400**	**4,717**	**22,853**	**113,516**	**92,182**
Legacy	1,200	964	4,755	26,169	24,981
Pickup (trk.)	520	329	1,795	10,105	0
Rodeo (trk.)	980	585	3,317	18,007	0
Total U.S. car	**1,200**	**964**	**4,755**	**26,169**	**24,981**
Total U.S. trk.	**1,500**	**914**	**5,112**	**28,112**	**22,294**
SUBARU-ISUZU	**2,700**	**1,866**	**9,867**	**54,281**	**47,186**
Camry	4,900	3,852	19,637	104,557	99,527
Corolla (Can.)	1,500	1,519	6,058	32,796	30,651
TOYOTA	**6,400**	**5,371**	**25,695**	**137,353**	**129,178**
VOLVO 740, 940 (Can.)	**150**	**150**	**599**	**3,883**	**3,922**
AM GENERAL (trk.)	**375**	**300**	**7,000**	**8,175**	**9,250**
MISCELLANEOUS (trk.)**	**2,400**	**1,920**	**49,920**	**52,320**	**60,770**
Total U.S. car	**137,093**	**111,188**	**546,413**	**2,533,685**	**2,282,572**
Total Canada car	**25,056**	**23,776**	**92,851**	**457,537**	**462,296**
Total U.S.-Canada Car	**162,089**	**134,946**	**639,264**	**2,991,222**	**2,744,862**
Total U.S. truck	**80,618**	**77,256**	**417,118**	**1,767,420**	**1,422,466**
Total Canada truck	**21,837**	**21,241**	**83,391**	**477,367**	**363,764**
Total U.S.-Canada trust	**111,255**	**98,497**	**500,419**	**2,234,787**	**1,786,230**
TOTAL U.S.	**226,621**	**189,425**	**963,531**	**4,291,185**	**3,695,038**
TOTAL CANADA	**46,893**	**45,017**	**176,152**	**934,904**	**846,054**
TOTAL U.S.-CANADA CAR & TRUCK	**273,314**	**233,442**	**1,139,683**	**5,226,089**	**4,851,092**

e-Estimate
*1991 figures reflect Grand Wagoneer production.
†CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.
**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.
Source: Automotive News Data Center.

Trucks set record in May

ANNE E. WRIGHT
Chief Statistician

U.S. and Canadian truck production in May was the highest for any month in history.

The makers built 417,118 trucks in the United States and 83,301 in Canada for a total of 500,419. The previous peak was 499,140 in May 1989.

Last month's total was an increase of 13.6 percent over April and 19.1 percent over May 1991.

U.S. and Canadian car production in May totaled 639,264, the highest monthly output so far in 1992.

In the United States, May car production was 546,413. Canadian producers assembled 92,851.

Last week's estimated output of cars in the United States and Canada was 162,059, an increase of 20.1 percent over the prior holiday week (in the United States) and 15.8 percent over the year-ago week.

So far this year, U.S. and Canadian car production totals 2,991,222, up 4.4 percent from 2,864,862 last year.

U.S. and Canadian truck production was estimated at 111,255 last week, an increase of 13.0 percent over the prior holiday week and 9.3 percent above the same week in 1991.

Year-to-date, truck production in the United States and Canada is 2,234,787 an increase of 25.1 percent over 1991.

Ford of Canada lost two full shifts of production last Monday because of an illegal strike by cafeteria workers at its St. Thomas, Ontario, plant.

Ford workers would not cross the picket line, and the plant lost production of 1,200 Ford Crown Victoria and Mercury Grand Marquis cars. Production resumed Tuesday.

Ford scheduled daily overtime last week at the Atlanta; Chicago; and St. Thomas, Ontario, car plants and at the Kansas City, Mo.; Edison, N.J.; Louisville, Ky.; and St. Louis truck plants.

All of Chrysler's U.S. plants are scheduled for daily overtime this week with the exception of the New Mack Ave. (Detroit) facility, which will operate one eight-hour shift each day.

Working last Saturday were the St. Louis (No. 2); Jefferson North (Detroit); Sterling Heights, Mich.; Windsor, Ontario; and Pillette Road (Windsor, Ontario) plants.

General Motors has reduced production at the Wentzville, Mo., car plant to one shift throughout June to adjust inventories. The company also reduced the postal line at the Moraine, Ohio, truck facility to a four-day work week indefinitely.

GM plants scheduled for overtime last week were Oklahoma City; Lansing, Mich. (C and M); Oshawa, Ontario; and Scarborough, Ontario.

The Suburban line at GM's Janesville, Wis., plant worked daily and Saturday overtime last week.